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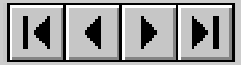

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Agricultural Production

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	87242	4640	21894	17751	17657	14605	9875	427	218	90	45	26	13
Revenues ($ in Thousands)														
Net Sales	2	60707403	417815	1687546	4663124	5329320	8084750	16175128	3365120	3466517	3797888	4125305	4130355	5464533
Portfolio Income	3	1462700	121629	29072	87643	156649	215287	328294	63222	97170	30359	76470	73851	183053
Other Revenues	4	4444139	151335	202837	534006	526980	825232	1530772	122220	171766	103278	55451	75501	144764
Total Revenues	5	66614242	690779	1919455	5284773	6012949	9125269	18034194	3550562	3735453	3931525	4257226	4279707	5792350
Average Total Revenues	6	764	149	88	298	341	625	1826	8315	17135	43684	94605	164604	445565
Operating Costs/Operating Income (%)														
Cost of Operations	7	53.0	29.4	23.3	39.8	32.9	41.6	50.1	57.6	58.2	77.5	75.9	83.7	56.7
Salaries and Wages	8	8.4	12.3	11.3	8.4	10.5	9.6	8.5	9.3	8.7	5.6	3.5	3.7	12.0
Taxes Paid	9	2.6	4.3	3.5	3.1	3.7	3.3	2.9	2.2	2.3	1.9	1.7	1.2	1.7
Interest Paid	10	3.0	5.4	3.4	2.7	3.5	3.8	3.6	2.5	2.8	1.6	1.7	2.6	1.7
Depreciation, Depletion, Amortization	11	5.3	6.9	5.9	6.3	7.5	6.6	5.9	3.9	4.8	3.5	3.4	3.6	3.5
Pensions and Other Benefits	12	1.1	1.6	1.6	0.8	0.9	0.9	1.0	0.5	0.9	0.8	0.8	1.3	2.7
Other	13	32.9	75.3	63.9	50.3	47.9	43.2	37.1	27.5	29.2	10.5	15.4	5.9	17.3
Officers Compensation	14	2.5	2.3	4.6	3.7	3.9	3.9	3.1	1.6	1.2	1.0	0.6	0.8	0.7
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	3.8
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	•	•	•	•	•	4.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	55	•	2	6	12	21	101	868	1566	4209	8396	19191	91870
Inventories	18	75	•	4	9	19	56	176	919	1617	5453	12429	22142	79566
Net Property, Plant and Equipment	19	379	•	22	106	218	440	1123	3255	7410	14091	32758	62665	153298
Total Assets	20	708	•	44	167	368	716	1815	6890	13926	33780	72516	140532	543865

Notes and Loans Payable **21**	344	•	53	120	186	311	990	3363	6849	12954	23856	62860	180625
All Other Liabilities **22**	87	•	7	16	19	33	160	970	2112	7911	16832	33693	114890
Net Worth **23**	277	•	-16	31	163	371	665	2556	4965	12915	31828	43979	248350

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.2	1.0	1.5	1.6	1.0	1.3	1.1	1.5	1.1	1.3	2.6
Quick Ratio **25**	0.7	•	0.7	0.7	1.1	0.8	0.5	0.8	0.6	0.7	0.5	0.5	1.3
Net Sales to Working Capital **26**	14.2	•	41.4	•	10.8	9.9	•	13.0	•	9.4	30.8	15.1	3.2
Coverage Ratio **27**	1.4	6.1	•	0.4	1.6	1.0	0.8	1.2	0.9	1.7	1.3	1.4	7.4
Total Asset Turnover **28**	1.0	•	1.8	1.6	0.8	0.8	0.9	1.2	1.2	1.3	1.3	1.1	0.8
Inventory Turnover **29**	9.9	•	9.2	•	•	8.3	9.3	9.9	•	•	•	•	6.0
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.2
Total Liabilities to Net Worth **31**	1.6	•	•	4.4	1.3	0.9	1.7	1.7	1.8	1.6	1.3	2.2	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.9	•	•	81.6	55.7	48.2	63.4	62.9	64.4	61.8	56.1	68.7	54.3
Return on Assets **33**	4.0	•	•	1.6	4.6	2.9	2.7	3.4	3.0	3.4	2.6	4.0	9.6
Return on Equity **34**	0.7	•	18.9	•	2.9	•	•	•	•	1.9	•	1.5	12.3
Return Before Interest on Equity **35**	10.2	•	1.2	8.5	10.4	5.5	7.4	9.3	8.3	8.8	6.0	12.6	21.0
Profit Margin, Before Income Tax **36**	1.1	27.9	•	•	2.1	•	•	0.5	•	1.1	0.4	0.9	10.8
Profit Margin, After Income Tax **37**	0.3	24.3	•	•	1.6	•	•	•	•	0.6	•	0.4	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.7	68.3	69.6	69.1	71.6	61.7	62.1	57.9	56.1	53.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	47	46	40	48	51	51	47	53	51	55
Average Inventories ($) **42**	53	55	67	73	75	80	74	80	80	75
Average Net Worth ($) **43**	176	190	193	209	226	234	231	252	263	277
Current Ratio (x1) **44**	1.0	1.1	1.1	1.2	1.3	1.2	1.2	1.3	1.3	1.3
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.6	0.7	0.6	0.6	0.7	0.6	0.7
Coverage Ratio (x1) **46**	1.0	1.5	1.5	1.5	1.6	1.4	1.3	1.7	1.7	1.4
Asset Turnover (x1) **47**	1.1	1.1	1.0	1.0	1.1	1.0	1.0	1.0	1.0	1.0
Total Liabilities/Net Worth (x1) **48**	2.5	2.2	2.0	2.0	1.9	1.8	1.8	1.7	1.6	1.6
Return on Assets (x1) **49**	5.3	7.5	6.5	6.3	7.1	5.8	4.9	5.7	5.1	4.0
Return on Equity (%) **50**	•	4.5	4.1	3.6	4.9	2.2	0.9	4.1	3.4	0.7

AGRICULTURAL PRODUCTION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	47700	•	9642	9096	10750	9052	5877	269	117	51	25	•	10
Revenues ($ in Thousands)														
Net Sales	2	40234621	•	873135	2789328	3204217	5886032	9547789	2431877	2161197	2597180	2944585	•	5253694
Portfolio Income	3	1189614	•	25483	73903	129485	171895	248540	40523	72609	23862	51440	•	168327
Other Revenues	4	3075928	•	84092	278177	356535	497447	1223326	83658	101095	68439	42646	•	132022
Total Revenues	5	44500163	•	982710	3141408	3690237	6555374	11019655	2556058	2334901	2689481	3038671	•	5554043
Average Total Revenues	6	933	•	102	345	343	724	1875	9502	19956	52735	121547	•	555404
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	•	13.3	42.2	22.9	44.6	51.7	51.9	58.5	77.6	77.8	•	55.9
Salaries and Wages	8	8.2	•	9.4	6.5	10.8	7.9	8.4	9.9	9.9	5.0	2.3	•	12.3
Taxes Paid	9	2.5	•	4.4	2.2	3.9	2.9	2.9	2.2	2.3	1.8	1.8	•	1.7
Interest Paid	10	2.3	•	1.8	2.0	3.8	2.8	3.0	1.9	1.7	1.1	1.4	•	1.4
Depreciation, Depletion, Amortization	11	4.5	•	4.0	4.6	7.5	5.1	5.2	2.9	4.3	3.0	2.6	•	3.4
Pensions and Other Benefits	12	1.2	•	0.7	0.8	0.8	0.9	0.9	0.6	1.1	0.9	0.6	•	2.8
Other	13	28.8	•	51.0	42.2	50.7	36.8	33.2	28.2	21.4	9.1	11.2	•	16.9
Officers Compensation	14	2.5	•	6.9	3.9	3.5	3.8	3.3	1.6	1.3	1.1	0.7	•	0.6
Operating Margin	15	•	•	8.6	•	•	•	•	0.8	•	0.5	1.7	•	5.2
Oper. Margin Before Officers Compensation	16	•	•	15.5	•	•	•	•	2.4	0.9	1.6	2.4	•	5.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	70	•	4	9	14	22	97	1031	1621	5394	9299	•	100502
Inventories	18	82	•	3	9	14	51	145	1035	1791	6102	14976	•	88645
Net Property, Plant and Equipment	19	399	•	19	87	209	422	1075	3338	6604	14756	31980	•	157521
Total Assets	20	789	•	48	161	367	718	1786	7013	13907	34801	74046	•	547172

Notes and Loans Payable **21**	293	•	16	77	162	246	704	3275	4592	11407	21507	•	167569
All Other Liabilities **22**	94	•	3	18	13	39	146	805	2337	6954	15937	•	115994
Net Worth **23**	402	•	30	65	191	433	936	2932	6978	16440	36603	•	263610

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.7	1.3	2.0	1.9	1.2	1.4	1.6	2.0	1.5	•	3.4
Quick Ratio **25**	0.9	•	1.9	0.9	1.5	1.1	0.6	0.7	1.0	1.0	0.6	•	1.7
Net Sales to Working Capital **26**	8.6	•	7.6	25.1	6.7	8.3	22.7	13.9	9.3	6.6	11.9	•	3.2
Coverage Ratio **27**	4.5	•	12.9	5.3	4.0	3.4	3.3	4.1	5.5	4.7	4.6	•	9.7
Total Asset Turnover **28**	1.1	•	1.9	1.9	0.8	0.9	0.9	1.3	1.3	1.5	1.6	•	1.0
Inventory Turnover **29**	•	•	7.9	•	9.7	•	•	9.1	•	•	•	•	6.6
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	0.6	1.5	0.9	0.7	0.9	1.4	1.0	1.1	1.0	•	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.1	•	38.0	59.5	47.8	39.7	47.6	58.2	49.8	52.8	50.6	•	51.8
Return on Assets **33**	11.1	•	•	19.7	12.3	8.5	8.8	10.1	12.3	7.5	9.9	•	12.7
Return on Equity **34**	14.3	•	•	36.9	16.3	9.0	10.1	15.0	16.6	10.3	12.0	•	16.4
Return Before Interest on Equity **35**	21.8	•	•	•	23.6	14.0	16.9	24.2	24.4	15.8	20.1	•	26.3
Profit Margin, Before Income Tax **36**	8.0	•	21.2	8.4	11.4	6.6	6.7	5.9	7.6	4.0	4.9	•	11.8
Profit Margin, After Income Tax **37**	6.8	•	20.4	7.9	10.5	6.0	5.8	4.9	6.3	3.3	3.7	•	8.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.2	68.1	69.3	67.5	70.2	60.5	58.9	57.6	53.0	52.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.7	0.7	1.9	1.2	1.9	1.7	1.7	•
Average Net Receivables ($) **41**	53	59	45	55	61	60	54	63	57	70
Average Inventories ($) **42**	62	70	82	97	94	106	89	97	95	82
Average Net Worth ($) **43**	311	308	307	340	334	364	369	382	375	402
Current Ratio (x1) **44**	1.5	1.3	1.4	1.5	1.5	1.5	1.5	1.6	1.5	1.7
Quick Ratio (x1) **45**	0.9	0.7	0.7	0.7	0.8	0.7	0.8	0.8	0.8	0.9
Coverage Ratio (x1) **46**	3.3	3.5	3.8	3.6	3.6	3.5	3.6	4.1	4.5	4.5
Asset Turnover (x1) **47**	1.2	1.2	1.1	1.1	1.3	1.1	1.1	1.1	1.1	1.1
Operating Leverage **48**	3.6	0.7	0.8	1.1	0.2	4.6	0.6	2.0	0.7	2.6
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	3.7	0.7	0.8	1.1	0.2	4.6	0.6	2.1	0.8	2.5

Agricultural Services, Forestry, and Fishing

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	59754	2484	38085	9176	4653	2619	2322	237	126	27	12	8	4
Revenues ($ in Thousands)														
Net Sales	2	33167400	58366	5180400	3585674	2931938	4937042	8289256	2432511	1435260	850586	618458	1315426	1532483
Portfolio Income	3	513733	38837	16023	14767	53472	50273	99573	26392	55299	66712	16611	40139	35636
Other Revenues	4	611778	2905	14656	77159	73826	104780	141834	77736	61174	30749	11334	26482	-10860
Total Revenues	5	34292911	100108	5211079	3677600	3059236	5092095	8530663	2536639	1551733	948047	646403	1382047	1557259
Average Total Revenues	6	574	40	137	401	657	1944	3674	10703	12315	35113	53867	172756	389315
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.1	48.7	35.6	47.3	43.6	67.1	75.9	64.5	73.4	63.8	64.9	77.9	78.9
Salaries and Wages	8	8.7	16.8	14.0	10.0	14.2	5.8	6.1	8.4	7.5	8.0	8.9	5.6	4.4
Taxes Paid	9	2.8	6.8	4.2	3.2	4.4	3.0	1.8	1.5	2.5	2.4	3.3	2.3	1.2
Interest Paid	10	1.8	3.5	1.0	2.2	1.9	1.1	1.5	1.4	3.5	1.9	5.4	3.0	2.9
Depreciation, Depletion, Amortization	11	4.5	17.5	4.0	4.9	6.5	3.4	2.9	4.0	5.0	10.4	6.8	3.6	8.9
Pensions and Other Benefits	12	1.0	2.2	0.9	0.5	1.8	1.0	0.7	1.1	1.3	1.8	2.6	1.4	0.8
Other	13	17.7	•	27.6	28.6	22.6	16.0	11.2	17.5	12.7	14.5	11.9	8.0	3.4
Officers Compensation	14	4.1	3.6	9.6	4.9	6.1	3.4	2.2	2.6	2.5	1.2	1.3	1.2	0.5
Operating Margin	15	•	•	3.2	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	2.6	•	12.8	3.3	5.1	2.7	•	1.7	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	50	•	2	17	35	76	364	1274	3227	5005	14535	36880	56072
Inventories	18	27	•	1	7	10	45	278	541	1342	1997	10158	10505	35926
Net Property, Plant and Equipment	19	136	•	16	80	182	353	806	3270	6354	13169	26139	43352	132238
Total Assets	20	303	•	29	156	337	661	1959	6849	15130	32512	69887	134906	350398

Notes and Loans Payable **21**	153	•	30	119	172	329	830	3282	7464	9947	45201	51743	100196
All Other Liabilities **22**	65	•	6	23	52	98	446	1759	3776	5745	18146	39178	81857
Net Worth **23**	85	•	-7	14	113	235	683	1808	3890	16820	6540	43986	168344

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.3	1.3	1.4	1.4	1.6	1.0	1.3	1.6	1.2	1.8	2.0
Quick Ratio **25**	0.9	•	1.1	1.0	1.1	1.0	1.0	0.7	0.9	1.1	0.7	1.1	1.0
Net Sales to Working Capital **26**	15.3	•	•	35.6	21.8	31.3	10.0	•	9.0	7.1	10.0	5.2	5.7
Coverage Ratio **27**	2.1	•	4.9	1.4	2.7	3.2	1.3	3.4	1.0	5.0	0.9	1.7	1.5
Total Asset Turnover **28**	1.8	•	4.8	2.5	1.9	2.9	1.8	1.5	0.8	1.0	0.7	1.2	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	6.6	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	7.1	•	7.1	8.9	•
Total Liabilities to Net Worth **31**	2.6	•	•	10.2	2.0	1.8	1.9	2.8	2.9	0.9	9.7	2.1	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.0	•	•	91.1	66.5	64.5	65.1	73.6	74.3	48.3	90.7	67.4	52.0
Return on Assets **33**	6.8	•	22.8	7.7	9.6	10.2	3.4	7.1	2.5	9.0	3.6	6.3	4.8
Return on Equity **34**	9.0	•	•	20.8	16.1	17.1	•	15.1	•	8.9	•	4.6	•
Return Before Interest on Equity **35**	24.2	•	•	•	28.6	28.7	9.8	26.8	9.5	17.4	•	19.4	10.0
Profit Margin, Before Income Tax **36**	2.0	•	3.8	0.9	3.2	2.5	0.4	3.4	•	7.4	•	2.2	1.4
Profit Margin, After Income Tax **37**	1.4	•	3.7	0.8	2.9	2.1	•	2.7	•	4.7	•	1.3	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.5	75.6	71.7	74.0	68.8	68.7	66.8	61.8	61.1	61.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	2.0	1.2	0.6	0.4	1.0	1.7	2.0	2.6
Average Net Receivables ($) **41**	50	44	48	48	49	50	41	41	48	50
Average Inventories ($) **42**	29	28	29	31	31	33	27	28	28	27
Average Net Worth ($) **43**	91	98	91	97	85	103	85	80	93	85
Current Ratio (×1) **44**	1.2	1.4	1.4	1.5	1.4	1.3	1.3	1.3	1.4	1.4
Quick Ratio (×1) **45**	0.8	0.9	0.9	1.0	0.9	0.8	0.9	0.8	0.9	0.9
Coverage Ratio (×1) **46**	1.0	1.2	2.5	2.4	1.4	1.5	1.1	1.6	1.9	2.1
Asset Turnover (×1) **47**	2.1	2.7	2.3	2.5	2.0	1.9	1.9	2.0	1.9	1.8
Total Liabilities/Net Worth (×1) **48**	2.3	1.9	2.2	2.1	2.7	2.3	2.7	2.6	2.3	2.6
Return on Assets (×1) **49**	4.4	4.5	9.2	8.6	5.9	6.1	4.6	5.5	5.5	6.8
Return on Equity (%) **50**	•	•	13.9	11.4	2.9	3.2	•	4.6	5.3	9.0

AGRICULTURAL SERVICES, FORESTRY, AND FISHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	31765	•	19552	5572	2613	1966	1294	139	68	17	7	•	•
Revenues ($ in Thousands)														
Net Sales	2	23584118	•	3637668	2431675	2038007	4301853	5882582	1228206	918702	604703	465918	•	•
Portfolio Income	3	430511	•	12803	10787	44723	47227	82410	22108	46442	64511	9232	•	•
Other Revenues	4	406270	•	14324	41950	20758	98014	97667	59848	31513	16774	4019	•	•
Total Revenues	5	24420899	•	3664795	2484412	2103488	4447094	6062659	1310162	996657	685988	479169	•	•
Average Total Revenues	6	769	•	187	446	805	2262	4685	9426	14657	40352	68453	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	60.6	•	38.8	48.2	43.5	66.1	75.8	49.6	70.3	63.0	57.1	•	•
Salaries and Wages	8	7.9	•	10.5	8.3	13.3	6.1	5.1	13.2	8.5	9.6	8.5	•	•
Taxes Paid	9	2.7	•	3.9	3.1	4.4	2.8	1.6	2.3	2.3	3.1	3.9	•	•
Interest Paid	10	1.3	•	0.7	1.6	1.2	1.1	1.3	1.5	2.1	0.6	3.1	•	•
Depreciation, Depletion, Amortization	11	3.8	•	3.4	5.2	5.9	3.6	2.6	4.2	2.5	4.4	5.8	•	•
Pensions and Other Benefits	12	1.1	•	0.8	0.5	1.8	1.1	0.6	1.9	1.5	2.3	2.8	•	•
Other	13	15.6	•	24.7	23.7	18.8	15.4	10.4	19.4	10.0	13.8	10.1	•	•
Officers Compensation	14	3.9	•	9.0	5.1	6.4	3.5	1.7	3.0	3.1	1.4	1.1	•	•
Operating Margin	15	3.2	•	8.3	4.4	4.9	0.6	1.1	5.0	•	1.9	7.6	•	•
Oper. Margin Before Officers Compensation	16	7.1	•	17.3	9.5	11.2	4.1	2.8	8.0	2.9	3.3	8.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	65	•	3	21	35	84	454	1384	4380	3651	21562	•	•
Inventories	18	35	•	1	7	8	58	357	569	1623	3114	5533	•	•
Net Property, Plant and Equipment	19	132	•	17	67	175	306	687	2877	4508	12063	20883	•	•
Total Assets	20	332	•	32	154	347	662	1963	6885	14712	32298	69202	•	•

Notes and Loans Payable **21**	112	•	21	75	120	246	710	2092	3916	2209	25739	•	•
All Other Liabilities **22**	72	•	5	25	30	122	480	1804	4083	7108	21477	•	•
Net Worth **23**	148	•	6	54	198	293	773	2988	6713	22981	21987	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.5	1.6	2.3	1.3	1.6	1.4	1.8	2.2	1.7	•	•
Quick Ratio **25**	1.1	•	1.3	1.3	1.9	0.9	0.9	1.0	1.2	1.5	1.2	•	•
Net Sales to Working Capital **26**	12.0	•	49.1	21.8	10.5	35.8	12.0	10.2	3.7	5.0	4.5	•	•
Coverage Ratio **27**	6.4	•	13.7	5.2	8.0	4.8	4.1	8.7	5.0	•	4.3	•	•
Total Asset Turnover **28**	2.2	•	5.9	2.9	2.3	3.3	2.3	1.3	0.9	1.1	1.0	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	6.2	•	6.2	•	•
Total Liabilities to Net Worth **31**	1.3	•	4.3	1.9	0.8	1.3	1.5	1.3	1.2	0.4	2.2	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.5	•	81.0	64.9	43.1	55.8	60.6	56.6	54.4	28.9	68.2	•	•
Return on Assets **33**	17.7	•	•	22.9	20.6	16.6	12.2	16.9	9.4	17.4	13.0	•	•
Return on Equity **34**	29.6	•	•	•	29.7	26.8	20.1	30.4	12.5	17.7	23.5	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	30.9	•	20.6	24.5	•	•	•
Profit Margin, Before Income Tax **36**	6.7	•	9.1	6.5	8.0	4.0	4.0	11.6	8.2	15.2	10.4	•	•
Profit Margin, After Income Tax **37**	5.9	•	8.9	6.3	7.5	3.6	3.4	10.3	6.2	11.5	7.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.1	77.5	72.2	73.6	66.9	67.1	67.6	61.3	62.2	60.6
Operating Margin (%) **39**	1.3	0.7	2.7	1.9	1.7	1.8	2.7	2.3	2.0	3.2
Oper. Margin Before Officers Comp. (%) **40**	3.8	2.7	5.3	4.6	5.0	5.4	6.2	6.3	5.9	7.1
Average Net Receivables ($) **41**	63	61	69	66	56	61	52	48	63	65
Average Inventories ($) **42**	36	34	43	42	34	31	36	32	34	35
Average Net Worth ($) **43**	149	139	150	164	135	151	129	115	144	148
Current Ratio (×1) **44**	1.5	1.6	1.6	1.6	1.6	1.7	1.5	1.5	1.6	1.7
Quick Ratio (×1) **45**	1.1	1.1	1.0	1.1	1.0	1.2	1.0	1.0	1.1	1.1
Coverage Ratio (×1) **46**	4.1	4.5	5.6	5.5	4.8	5.1	4.7	5.5	5.8	6.4
Asset Turnover (×1) **47**	2.7	3.4	2.6	2.9	2.3	2.5	2.5	2.6	2.3	2.2
Operating Leverage **48**	•	0.6	3.7	0.7	0.9	1.1	1.5	0.9	0.9	1.6
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	•	0.6	4.1	0.7	0.9	1.1	1.5	0.9	0.9	1.6

COPPER, LEAD AND ZINC, GOLD AND SILVER ORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	802	•	•	•	163	47	59	18	27	14	13	8	18
Revenues ($ in Thousands)														
Net Sales	2	9134086	•	•	•	•	•	•	205	86638	133594	243324	663370	7806756
Portfolio Income	3	531431	•	•	•	3449	2	19828	35	1344	37029	16665	40180	410412
Other Revenues	4	270857	•	•	•	4443	•	8553	77	16776	7689	42466	26503	150048
Total Revenues	5	9936374	•	•	•	7892	2	28381	317	104758	178312	302455	730053	8367216
Average Total Revenues	6	12389	•	•	•	48	0	481	18	3880	12737	23266	91257	464845
Operating Costs/Operating Income (%)														
Cost of Operations	7	54.3	•	•	•	•	•	•	•	75.7	59.1	54.9	76.9	52.3
Salaries and Wages	8	3.0	•	•	•	•	•	•	•	5.7	2.6	2.4	2.3	3.1
Taxes Paid	9	1.8	•	•	•	•	•	•	10.3	1.4	1.1	1.7	1.6	1.8
Interest Paid	10	6.6	•	•	•	•	•	•	2.4	0.4	4.7	3.4	3.9	7.1
Depreciation, Depletion, Amortization	11	22.2	•	•	•	•	•	•	•	16.8	19.3	23.7	15.6	22.7
Pensions and Other Benefits	12	1.3	•	•	•	•	•	•	•	•	0.3	0.5	1.2	1.4
Other	13	12.7	•	•	•	•	•	•	•	45.0	19.9	25.5	7.7	10.4
Officers Compensation	14	0.5	•	•	•	•	•	•	•	•	1.8	0.8	1.1	0.4
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	0.8
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	•	•	•	•	•	1.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4124	•	•	•	0	116	61	9	439	576	3508	8371	175897
Inventories	18	1504	•	•	•	•	•	•	•	778	2133	3994	12216	55894
Net Property, Plant and Equipment	19	15745	•	•	•	279	797	527	4933	4737	18252	22972	61964	623880
Total Assets	20	42256	•	•	•	392	933	2426	8596	14538	33761	69470	167858	1685976

Notes and Loans Payable **21**	9906	•	•	•	28	1	3459	261	5189	14623	11790	39133	382035
All Other Liabilities **22**	10545	•	•	•	66	154	1787	167	1644	3692	9406	25210	439502
Net Worth **23**	21805	•	•	•	298	778	-2820	8168	7705	15446	48275	103514	864439

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	•	0.4	12.8	0.5	0.1	1.3	2.0	3.3	3.4	1.3
Quick Ratio **25**	0.9	•	•	•	0.2	10.9	0.2	0.1	0.8	0.9	2.3	1.8	0.8
Net Sales to Working Capital **26**	3.9	•	•	•	•	•	•	•	5.6	2.0	1.0	2.1	4.5
Coverage Ratio **27**	2.0	•	•	•	•	•	•	•	•	6.3	4.4	1.0	2.2
Total Asset Turnover **28**	0.3	•	•	•	•	•	•	0.0	0.2	0.3	0.3	0.5	0.3
Inventory Turnover **29**	8.2	•	•	•	•	•	•	•	6.2	5.3	5.2	•	8.1
Receivables Turnover **30**	5.5	•	•	•	•	•	•	2.4	•	•	•	•	4.9
Total Liabilities to Net Worth **31**	0.9	•	•	•	0.3	0.2	•	0.1	0.9	1.2	0.4	0.6	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	48.4	•	•	•	23.9	16.6	•	5.0	47.0	54.3	30.5	38.3	48.7
Return on Assets **33**	3.6	•	•	•	•	•	•	•	•	8.4	4.0	1.9	4.0
Return on Equity **34**	1.4	•	•	•	•	•	8.3	•	•	11.1	1.5	•	2.0
Return Before Interest on Equity **35**	7.0	•	•	•	•	•	4.6	•	•	18.3	5.8	3.0	7.7
Profit Margin, Before Income Tax **36**	6.8	•	•	•	•	•	•	•	•	24.9	11.4	•	8.3
Profit Margin, After Income Tax **37**	2.7	•	•	•	•	•	•	•	•	18.0	3.9	•	4.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	79.8	70.9	62.0	54.1	56.8	60.0	59.4	59.3	60.8	54.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	463	660	540	680	1337	1059	2566	1572	3724	4124
Average Inventories ($) **42**	614	784	479	587	1659	1107	1115	786	1309	1504
Average Net Worth ($) **43**	4839	8197	4115	4225	11254	9020	14014	11221	18285	21805
Current Ratio (x1) **44**	1.5	1.8	1.6	1.1	1.2	1.1	1.2	1.3	1.3	1.4
Quick Ratio (x1) **45**	0.8	0.9	0.9	0.6	0.6	0.5	0.8	0.7	1.0	0.9
Coverage Ratio (x1) **46**	•	•	3.1	3.0	1.3	1.8	1.1	1.4	1.4	2.0
Asset Turnover (x1) **47**	0.3	0.3	0.3	0.3	0.3	0.5	0.3	0.3	0.3	0.3
Total Liabilities/Net Worth (x1) **48**	0.9	0.7	1.4	1.7	2.2	1.3	1.0	1.0	0.9	0.9
Return on Assets (x1) **49**	•	•	5.1	8.5	3.6	5.8	2.7	2.7	2.5	3.6
Return on Equity (%) **50**	•	•	4.9	9.2	•	1.4	•	•	•	1.4

COPPER, LEAD AND ZINC, GOLD AND SILVER ORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	277	•	130	•	63	•	•	•	8	8	6	•	•
Revenues ($ in Thousands)														
Net Sales	2	7096119	•	•	•	•	•	•	•	9871	113696	133837	•	•
Portfolio Income	3	356448	•	39	•	•	•	•	•	820	36148	13617	•	•
Other Revenues	4	208393	•	3506	•	2191	•	•	•	16414	1556	41246	•	•
Total Revenues	5	7660960	•	3545	•	2191	•	•	•	27105	151400	188700	•	•
Average Total Revenues	6	27657	•	27	•	35	•	•	•	3388	18925	31450	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	50.8	•	•	•	•	•	•	•	3.8	58.3	37.5	•	•
Salaries and Wages	8	3.2	•	•	•	•	•	•	•	•	2.3	4.0	•	•
Taxes Paid	9	1.7	•	•	•	•	•	•	•	6.5	0.7	2.9	•	•
Interest Paid	10	6.4	•	•	•	•	•	•	•	2.7	4.1	1.1	•	•
Depreciation, Depletion, Amortization	11	21.7	•	•	•	•	•	•	•	18.1	16.3	24.6	•	•
Pensions and Other Benefits	12	1.0	•	•	•	•	•	•	•	•	0.2	0.7	•	•
Other	13	9.5	•	•	•	•	•	•	•	35.4	16.5	22.4	•	•
Officers Compensation	14	0.3	•	•	•	•	•	•	•	•	1.2	1.2	•	•
Operating Margin	15	5.5	•	•	•	•	•	•	•	33.5	0.4	5.8	•	•
Oper. Margin Before Officers Compensation	16	5.8	•	•	•	•	•	•	•	33.5	1.6	7.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10014	•	•	•	•	•	•	•	349	830	2282	•	•
Inventories	18	2939	•	•	•	•	•	•	•	•	2401	6740	•	•
Net Property, Plant and Equipment	19	33849	•	6	•	450	•	•	•	520	16405	26727	•	•
Total Assets	20	89483	•	52	•	450	•	•	•	11521	36155	69056	•	•

Notes and Loans Payable **21**	18175	•	328	•	72	•	•	•	1762	11538	10315	•	•
All Other Liabilities **22**	25647	•	•	•	107	•	•	•	1016	5985	13149	•	•
Net Worth **23**	45662	•	-276	•	271	•	•	•	8744	18632	45592	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	•	0.0	•	•	•	2.0	3.1	1.7	•	•
Quick Ratio **25**	0.9	•	•	•	0.0	•	•	•	1.9	1.3	0.8	•	•
Net Sales to Working Capital **26**	4.2	•	•	•	•	•	•	•	1.2	1.6	2.2	•	•
Coverage Ratio **27**	3.2	•	•	•	14.3	•	•	•	•	9.3	•	•	•
Total Asset Turnover **28**	0.3	•	•	•	•	•	•	•	0.1	0.4	0.3	•	•
Inventory Turnover **29**	8.9	•	•	•	•	•	•	•	•	6.9	2.5	•	•
Receivables Turnover **30**	5.1	•	•	•	•	•	•	•	7.1	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	•	•	0.7	•	•	•	0.3	1.0	0.5	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.0	•	•	•	39.9	•	•	•	24.1	48.5	34.0	•	•
Return on Assets **33**	5.8	•	•	•	2.3	•	•	•	23.1	14.8	15.5	•	•
Return on Equity **34**	4.8	•	•	•	3.6	•	•	•	29.8	19.4	16.3	•	•
Return Before Interest on Equity **35**	11.3	•	•	•	3.9	•	•	•	30.4	28.7	23.4	•	•
Profit Margin, Before Income Tax **36**	13.7	•	•	•	•	•	•	•	•	33.6	•	•	•
Profit Margin, After Income Tax **37**	8.6	•	•	•	•	•	•	•	•	25.4	33.3	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	78.1	70.8	53.0	42.8	•	56.7	51.7	56.1	55.5	50.8
Operating Margin (%) **39**	•	•	•	•	•	•	2.1	3.2	•	5.5
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	2.5	3.7	0.8	5.8
Average Net Receivables ($) **41**	3467	2412	4817	10510	•	6556	5386	19455	54696	10014
Average Inventories ($) **42**	554	2321	3223	7193	•	6401	2107	7647	15101	2939
Average Net Worth ($) **43**	11201	36336	31964	68483	•	51961	35158	119142	213632	45662
Current Ratio (x1) **44**	0.9	3.0	1.9	1.2	•	1.1	1.4	1.2	1.3	1.4
Quick Ratio (x1) **45**	0.8	1.5	1.2	0.6	•	0.5	0.8	0.7	1.1	0.9
Coverage Ratio (x1) **46**	324.6	3.9	7.6	4.6	•	3.3	4.1	2.7	2.9	3.2
Asset Turnover (x1) **47**	0.3	0.3	0.3	0.2	•	0.5	0.3	0.3	0.3	0.3
Operating Leverage **48**	•	0.7	0.8	1.5	•	•	•	1.6	•	•
Financial Leverage **49**	•	0.6	1.2	0.8	•	•	1.2	0.8	1.1	1.0
Total Leverage **50**	•	0.4	0.9	1.2	•	•	•	1.2	•	•

OTHER METAL MINING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	404	•	•	184	38	97	43	14	7	8	3	5	•
Revenues ($ in Thousands)														
Net Sales	2	2530463	•	•	•	765	147609	85326	202281	146803	250600	190162	1501856	•
Portfolio Income	3	85440	•	•	•	50	2301	•	644	3604	675	20930	57099	•
Other Revenues	4	90060	•	•	•	•	7378	-15	17461	-3822	1882	3572	63522	•
Total Revenues	5	2705963	•	•	•	815	157288	85311	220386	146585	253157	214664	1622477	•
Average Total Revenues	6	6698	•	•	•	21	1622	1984	15742	20941	31645	71555	324495	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.5	•	•	•	•	69.3	14.3	•	53.8	80.3	92.4	76.4	•
Salaries and Wages	8	2.4	•	•	•	•	•	32.1	•	2.3	0.8	1.6	1.1	•
Taxes Paid	9	5.4	•	•	•	77.3	6.4	5.8	0.4	2.0	2.2	0.2	7.5	•
Interest Paid	10	1.9	•	•	•	•	2.4	1.7	1.8	1.6	1.6	3.5	1.7	•
Depreciation, Depletion, Amortization	11	7.1	•	•	•	•	7.9	6.7	3.9	6.9	6.4	1.3	8.2	•
Pensions and Other Benefits	12	1.4	•	•	•	•	7.4	10.4	•	•	0.4	0.6	0.9	•
Other	13	8.0	•	•	•	•	10.4	37.0	1.4	22.6	7.1	6.6	4.7	•
Officers Compensation	14	0.5	•	•	•	•	0.2	1.9	•	1.4	1.0	0.4	0.3	•
Operating Margin	15	•	•	•	•	•	•	•	•	9.6	0.3	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	•	10.9	1.2	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1445	•	•	•	•	191	456	903	3505	3214	19655	84767	•
Inventories	18	636	•	•	•	•	•	1	460	2228	8335	5276	30450	•
Net Property, Plant and Equipment	19	2438	•	•	113	•	297	1213	29	8382	19314	7230	129557	•
Total Assets	20	8405	•	•	114	450	612	1888	6774	19657	39364	68166	493035	•

Notes and Loans Payable **21**	1670	•	•	257	•	333	1215	3642	6796	11742	29831	52185	•
All Other Liabilities **22**	2654	•	•	4	385	101	161	360	2530	11222	25228	170387	•
Net Worth **23**	4081	•	•	-147	66	178	513	2773	10331	16400	13107	270463	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	•	•	0.7	1.4	0.8	3.2	2.1	1.8	1.5	•
Quick Ratio **25**	0.9	•	•	•	•	0.6	1.4	0.4	1.6	0.8	1.2	1.0	•
Net Sales to Working Capital **26**	6.6	•	•	•	•	•	13.2	•	3.4	4.4	4.4	5.1	•
Coverage Ratio **27**	3.0	•	•	•	•	2.1	•	•	7.1	1.8	2.8	5.1	•
Total Asset Turnover **28**	0.8	•	•	•	0.1	2.5	1.1	2.1	1.1	0.8	0.9	0.6	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	6.0	•	•	•
Receivables Turnover **30**	8.7	•	•	•	•	•	8.7	•	•	•	6.5	7.1	•
Total Liabilities to Net Worth **31**	1.1	•	•	•	5.9	2.5	2.7	1.5	0.9	1.4	4.2	0.8	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.5	•	•	•	85.5	71.0	72.9	59.1	47.5	58.3	80.8	45.2	•
Return on Assets **33**	4.2	•	•	•	•	12.4	•	•	11.7	2.3	9.1	5.4	•
Return on Equity **34**	3.3	•	•	5.6	•	22.4	•	•	19.1	2.1	27.9	5.3	•
Return Before Interest on Equity **35**	8.7	•	•	5.6	•	•	•	•	22.3	5.6	•	9.9	•
Profit Margin, Before Income Tax **36**	3.8	•	•	•	•	2.6	•	•	9.4	1.3	6.3	7.2	•
Profit Margin, After Income Tax **37**	2.2	•	•	•	•	2.6	•	•	9.4	1.1	5.8	4.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	80.1	73.2	70.3	61.5	48.9	50.8	72.7	71.4	78.6	76.5
Operating Margin (%) **39**	•	•	•	4.6	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	4.7	•	•	•	•	•	•
Average Net Receivables ($) **41**	2319	942	917	3668	202	365	846	490	762	1445
Average Inventories ($) **42**	2385	1401	737	1954	113	235	444	312	393	636
Average Net Worth ($) **43**	8706	4624	1915	5392	-256	-518	2429	1782	2308	4081
Current Ratio (x1) **44**	1.2	1.4	1.5	1.2	1.6	1.0	1.2	1.5	1.4	1.5
Quick Ratio (x1) **45**	0.5	0.5	0.7	0.7	0.9	0.6	0.7	0.8	0.9	0.9
Coverage Ratio (x1) **46**	•	0.3	0.9	3.4	1.5	1.0	5.1	2.8	1.9	3.0
Asset Turnover (x1) **47**	0.5	0.4	0.4	0.5	0.8	0.7	0.7	0.7	0.7	0.8
Total Liabilities/Net Worth (x1) **48**	2.4	2.4	4.8	4.8	•	•	1.4	1.1	1.2	1.1
Return on Assets (x1) **49**	•	0.9	2.5	9.2	6.2	3.2	8.8	3.8	2.7	4.2
Return on Equity (%) **50**	•	•	•	36.0	•	11.8	9.5	2.5	0.3	3.3

OTHER METAL MINING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	139	•	•	•	•	97	•	3	7	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	1739340	•	•	•	•	147609	•	48862	146803	•	•	•	•
Portfolio Income	3	77992	•	•	•	•	2301	•	•	3604	•	•	•	•
Other Revenues	4	69079	•	•	•	•	7378	•	313	-3822	•	•	•	•
Total Revenues	5	1886411	•	•	•	•	157288	•	49175	146585	•	•	•	•
Average Total Revenues	6	13571	•	•	•	•	1622	•	16392	20941	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.6	•	•	•	•	69.3	•	61.6	53.8	•	•	•	•
Salaries and Wages	8	2.6	•	•	•	•	•	•	•	2.3	•	•	•	•
Taxes Paid	9	2.1	•	•	•	•	6.4	•	1.4	2.0	•	•	•	•
Interest Paid	10	1.5	•	•	•	•	2.4	•	1.3	1.6	•	•	•	•
Depreciation, Depletion, Amortization	11	5.5	•	•	•	•	7.9	•	16.1	6.9	•	•	•	•
Pensions and Other Benefits	12	1.9	•	•	•	•	7.4	•	•	•	•	•	•	•
Other	13	8.1	•	•	•	•	10.4	•	4.4	22.6	•	•	•	•
Officers Compensation	14	0.5	•	•	•	•	0.2	•	•	1.4	•	•	•	•
Operating Margin	15	1.3	•	•	•	•	•	•	15.3	9.6	•	•	•	•
Oper. Margin Before Officers Compensation	16	1.8	•	•	•	•	•	•	15.3	10.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3636	•	•	•	•	191	•	4187	3505	•	•	•	•
Inventories	18	1423	•	•	•	•	•	•	1295	2228	•	•	•	•
Net Property, Plant and Equipment	19	4098	•	•	•	•	297	•	135	8382	•	•	•	•
Total Assets	20	18277	•	•	•	•	612	•	5547	19657	•	•	•	•

Notes and Loans Payable **21**	2311	•	•	•	•	333	•	•	6796	•	•	•	•
All Other Liabilities **22**	6218	•	•	•	•	101	•	1190	2530	•	•	•	•
Net Worth **23**	9748	•	•	•	•	178	•	4357	10331	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	•	0.7	•	4.7	3.2	•	•	•	•
Quick Ratio **25**	1.0	•	•	•	•	0.6	•	3.5	1.6	•	•	•	•
Net Sales to Working Capital **26**	4.8	•	•	•	•	•	•	3.8	3.4	•	•	•	•
Coverage Ratio **27**	7.6	•	•	•	•	2.1	•	13.7	7.1	•	•	•	•
Total Asset Turnover **28**	0.7	•	•	•	•	2.5	•	2.9	1.1	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	6.9	•	•	•	•	•	•	7.8	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	•	•	•	2.5	•	0.3	0.9	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	46.7	•	•	•	•	71.0	•	21.5	47.5	•	•	•	•
Return on Assets **33**	7.7	•	•	•	•	12.4	•	•	11.7	•	•	•	•
Return on Equity **34**	9.5	•	•	•	•	22.4	•	35.5	19.1	•	•	•	•
Return Before Interest on Equity **35**	14.4	•	•	•	•	•	•	•	22.3	•	•	•	•
Profit Margin, Before Income Tax **36**	9.7	•	•	•	•	2.6	•	15.9	9.4	•	•	•	•
Profit Margin, After Income Tax **37**	7.4	•	•	•	•	2.6	•	9.5	9.4	•	•	•	•

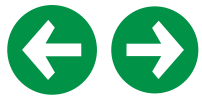
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.9	51.0	26.7	60.7	48.0	32.0	69.9	67.2	73.8	76.6
Operating Margin (%) **39**	•	•	12.2	6.5	3.8	7.3	2.1	•	•	1.3
Oper. Margin Before Officers Comp. (%) **40**	•	0.1	12.2	6.6	4.4	7.4	2.7	•	•	1.8
Average Net Receivables ($) **41**	1245	1062	219	11968	991	9252	10684	4006	2660	3636
Average Inventories ($) **42**	1542	1272	75	6036	475	2419	5319	2079	1100	1423
Average Net Worth ($) **43**	2990	1499	404	18497	1301	8678	41261	12983	9491	9748
Current Ratio (×1) **44**	1.8	1.8	1.3	1.2	2.0	1.5	1.3	1.5	1.4	1.6
Quick Ratio (×1) **45**	1.0	0.8	0.7	0.7	1.1	1.0	0.7	0.8	0.9	1.0
Coverage Ratio (×1) **46**	2.0	2.6	7.0	3.6	3.0	4.7	13.0	5.3	6.1	7.6
Asset Turnover (×1) **47**	0.7	1.5	1.2	0.5	1.2	1.5	0.8	0.7	0.7	0.7
Operating Leverage **48**	0.3	0.0	•	0.5	0.6	1.9	0.3	•	1.8	•
Financial Leverage **49**	0.8	1.0	1.9	1.0	0.7	1.2	1.2	0.9	1.1	1.1
Total Leverage **50**	0.2	0.0	•	0.5	0.4	2.3	0.3	•	2.0	•

COAL MINING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2023	•	316	806	176	331	242	50	54	14	8	13	12
Revenues ($ in Thousands)														
Net Sales	2	16015017	•	210273	480362	275610	1059865	892882	594652	1297093	335473	575165	2059361	8234280
Portfolio Income	3	546674	•	11954	2274	24	9931	11103	5562	18761	5357	18688	162302	300717
Other Revenues	4	1002650	•	732	22016	5850	3944	11899	11634	18533	22399	98448	75858	731339
Total Revenues	5	17564341	•	222959	504652	281484	1073740	915884	611848	1334387	363229	692301	2297521	9266336
Average Total Revenues	6	8682	•	706	626	1599	3244	3785	12237	24711	25945	86538	176732	772195
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.7	•	7.4	63.9	36.6	41.0	43.2	71.5	64.3	75.8	86.5	77.4	72.8
Salaries and Wages	8	3.8	•	26.2	9.8	19.0	14.0	6.1	4.6	4.6	2.4	1.7	1.9	1.3
Taxes Paid	9	6.4	•	1.8	5.0	4.3	8.5	5.8	4.8	5.2	8.3	4.2	5.1	7.2
Interest Paid	10	2.8	•	1.0	0.7	1.6	0.8	2.2	1.9	1.3	3.5	3.2	3.5	3.4
Depreciation, Depletion, Amortization	11	8.6	•	1.9	2.2	4.5	3.1	4.0	8.4	9.2	12.0	7.2	6.0	11.0
Pensions and Other Benefits	12	3.4	•	•	1.9	4.8	5.6	6.4	2.8	3.1	2.9	4.4	2.6	3.1
Other	13	14.3	•	67.3	23.9	29.7	23.4	35.5	12.8	14.7	7.6	14.7	12.6	9.1
Officers Compensation	14	0.8	•	0.6	2.5	6.2	0.6	1.7	1.4	0.7	1.0	1.2	0.9	0.3
Operating Margin	15	•	•	•	•	•	3.2	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	3.8	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4340	•	0	43	127	172	325	648	2345	4880	7418	23996	665649
Inventories	18	391	•	•	•	•	•	154	173	881	1280	4397	6863	46286
Net Property, Plant and Equipment	19	4436	•	51	21	258	257	664	3889	7420	17900	33598	82391	538698
Total Assets	20	16617	•	80	165	406	715	2389	6989	16949	36473	71286	169353	2335418



Notes and Loans Payable **21**	3141	•	470	109	459	261	1406	2346	4714	10232	30307	49804	350449
All Other Liabilities **22**	6453	•	27	217	189	278	955	2002	4421	13105	27118	53579	923212
Net Worth **23**	7023	•	-417	-161	-243	175	27	2641	7814	13136	13861	65970	1061756

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	0.4	0.6	1.1	1.1	0.8	1.4	1.2	1.2	1.1	1.7
Quick Ratio **25**	1.4	•	•	0.4	0.5	1.1	0.9	0.7	1.1	0.9	0.8	0.8	1.5
Net Sales to Working Capital **26**	3.9	•	23.3	•	•	•	•	•	12.1	14.1	27.5	39.6	2.1
Coverage Ratio **27**	1.7	•	0.9	•	•	6.9	•	•	0.9	•	0.1	1.4	2.3
Total Asset Turnover **28**	0.5	•	8.3	3.6	3.9	4.5	1.6	1.7	1.4	0.7	1.0	0.9	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	3.7	•	•	•	•	•	•	•	•	9.8	•	•	2.1
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	3.1	•	1.7	1.2	1.8	4.2	1.6	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.7	•	•	•	•	75.5	98.9	62.2	53.9	64.0	80.6	61.1	54.5
Return on Assets **33**	2.3	•	7.1	•	•	23.1	•	•	1.6	•	0.4	4.6	2.4
Return on Equity **34**	0.9	•	0.2	17.2	28.6	•	•	•	•	•	•	1.8	1.7
Return Before Interest on Equity **35**	5.5	•	•	14.4	18.4	•	•	•	3.4	•	2.1	11.8	5.2
Profit Margin, Before Income Tax **36**	2.0	•	•	•	•	4.4	•	•	•	•	•	1.5	4.6
Profit Margin, After Income Tax **37**	0.8	•	•	•	•	4.3	•	•	•	•	•	0.8	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.2	68.9	70.3	68.5	75.1	76.8	72.5	70.5	72.9	67.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	1343	972	769	644	964	1443	1107	1417	4989	4340
Average Inventories ($) **42**	293	289	229	273	300	317	290	457	785	391
Average Net Worth ($) **43**	3106	2681	2264	2554	2594	3677	3485	2787	10849	7023
Current Ratio (x1) **44**	1.3	1.3	1.9	1.3	1.3	1.3	1.5	1.6	1.4	1.6
Quick Ratio (x1) **45**	1.0	0.9	1.3	0.8	0.9	0.9	1.0	1.1	1.2	1.4
Coverage Ratio (x1) **46**	0.5	1.4	1.6	2.1	1.5	1.5	0.8	1.6	1.0	1.7
Asset Turnover (x1) **47**	0.7	0.8	0.8	0.8	0.9	0.8	0.8	0.9	0.6	0.5
Total Liabilities/Net Worth (x1) **48**	1.3	1.3	1.2	1.2	1.3	1.3	1.1	2.3	1.4	1.4
Return on Assets (x1) **49**	1.2	3.8	3.9	6.1	4.4	4.1	2.1	3.9	1.9	2.3
Return on Equity (%) **50**	•	1.4	1.8	5.0	0.9	1.7	•	0.7	•	0.9

COAL MINING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	807	•	23	311	92	217	88	14	34	7	4	8	9
Revenues ($ in Thousands)														
Net Sales	2	10577234	•	19205	51647	184862	638828	565807	231728	840171	158381	94786	1242000	6549818
Portfolio Income	3	416379	•	11954	•	•	8912	5445	2315	4508	5243	13513	109097	255393
Other Revenues	4	735945	•	•	22016	5498	1615	15863	5954	13199	19304	6148	45078	601270
Total Revenues	5	11729558	•	31159	73663	190360	649355	587115	239997	857878	182928	114447	1396175	7406481
Average Total Revenues	6	14535	•	1355	237	2069	2992	6672	17143	25232	26133	28612	174522	822942
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.5	•	80.4	•	•	56.0	54.1	62.0	62.8	64.4	74.8	79.9	70.6
Salaries and Wages	8	3.1	•	2.9	24.3	28.4	13.1	7.3	5.1	4.5	2.4	1.8	1.2	1.1
Taxes Paid	9	6.5	•	8.1	3.5	6.1	9.1	4.4	3.9	5.3	11.6	1.8	4.4	7.1
Interest Paid	10	2.6	•	3.5	•	2.2	1.2	1.1	0.9	1.0	1.8	1.8	2.6	3.3
Depreciation, Depletion, Amortization	11	9.2	•	0.6	0.2	6.1	4.7	2.8	4.5	9.6	10.1	11.7	5.2	11.3
Pensions and Other Benefits	12	3.1	•	0.2	3.8	6.7	3.4	7.4	3.4	2.9	0.3	3.4	2.3	2.9
Other	13	11.1	•	6.1	88.1	43.2	4.6	20.0	9.2	11.6	10.5	6.6	10.2	9.7
Officers Compensation	14	0.7	•	•	•	8.4	0.9	0.7	2.6	0.7	1.5	2.9	0.9	0.3
Operating Margin	15	•	•	•	•	•	7.0	2.2	8.5	1.7	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	7.4	7.9	2.8	11.0	2.4	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10272	•	0	37	65	157	569	1509	2257	3376	1945	28265	870325
Inventories	18	676	•	•	•	•	•	•	185	466	965	404	7241	51213
Net Property, Plant and Equipment	19	7696	•	9	0	394	347	440	3023	6392	16550	15687	53325	577297
Total Assets	20	35926	•	18	160	493	722	2444	7266	16398	42507	60828	152718	2900325

Notes and Loans Payable **21**	5003	•	6	39	563	399	1241	1449	4560	2745	16043	29387	364912
All Other Liabilities **22**	13672	•	3	192	121	110	882	1311	3462	11725	21673	46906	1131203
Net Worth **23**	17250	•	9	-71	-190	213	320	4506	8376	28037	23112	76425	1404211

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.7	0.2	0.4	1.1	0.8	1.9	1.9	1.7	3.6	1.6	1.8
Quick Ratio **25**	1.5	•	2.2	0.2	0.3	1.0	0.8	1.6	1.7	1.2	3.2	1.3	1.6
Net Sales to Working Capital **26**	2.6	•	•	•	•	•	•	10.1	6.8	4.6	2.9	8.1	1.7
Coverage Ratio **27**	3.6	•	•	•	1.9	8.1	6.4	14.8	4.6	7.7	9.9	3.1	3.2
Total Asset Turnover **28**	0.4	•	•	1.1	4.1	4.1	2.6	2.3	1.5	0.5	0.4	1.0	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	2.6	•	•	9.0	•	•	•	•	•	•	•	•	1.7
Total Liabilities to Net Worth **31**	1.1	•	1.0	•	•	2.4	6.6	0.6	1.0	0.5	1.6	1.0	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.0	•	51.0	•	•	70.6	86.9	38.0	48.9	34.1	62.0	50.0	51.6
Return on Assets **33**	3.5	•	•	23.7	16.9	39.4	18.5	29.4	7.2	7.5	6.9	8.1	2.6
Return on Equity **34**	3.9	•	•	•	•	•	•	29.0	9.7	8.2	13.5	8.7	2.4
Return Before Interest on Equity **35**	7.3	•	•	•	•	•	•	•	14.0	11.3	18.1	16.2	5.3
Profit Margin, Before Income Tax **36**	6.9	•	•	22.8	2.0	8.5	5.9	12.0	3.7	12.2	15.9	5.4	7.0
Profit Margin, After Income Tax **37**	5.1	•	•	22.8	2.0	8.3	5.9	7.9	3.3	10.2	13.2	4.3	4.5

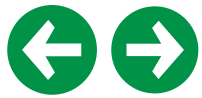
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.9	69.3	68.7	67.3	69.7	75.2	60.7	66.8	69.9	67.5
Operating Margin (%) **39**	•	•	•	•	•	•	0.4	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.4	•	•	•	0.7	•	1.1	•	•	•
Average Net Receivables ($) **41**	1765	1251	1671	940	1246	3509	796	4425	10271	10272
Average Inventories ($) **42**	157	299	430	529	525	707	130	992	706	676
Average Net Worth ($) **43**	2152	2300	5240	5271	3779	9742	2069	9516	22557	17250
Current Ratio (×1) **44**	1.6	1.4	2.2	1.3	1.8	1.4	1.7	1.9	1.6	1.7
Quick Ratio (×1) **45**	1.4	1.0	1.5	0.7	1.2	1.0	1.2	1.4	1.5	1.5
Coverage Ratio (×1) **46**	4.0	3.1	2.9	3.1	4.1	2.6	3.9	3.5	3.1	3.6
Asset Turnover (×1) **47**	0.8	0.9	0.7	0.8	1.0	0.8	1.4	0.7	0.4	0.4
Operating Leverage **48**	0.4	3.2	1.1	0.3	0.1	31.0	•	•	1.1	1.3
Financial Leverage **49**	1.3	1.0	1.0	1.0	1.0	0.9	1.3	0.9	1.1	1.0
Total Leverage **50**	0.5	3.1	1.1	0.3	0.1	26.2	•	•	1.2	1.3

CRUDE PETROLEUM, NATURAL GAS, AND NATURAL GAS LIQUIDS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	17098	1025	8249	2177	1902	1655	1335	343	197	61	54	43	55
Revenues ($ in Thousands)														
Net Sales	2	45832259	94554	445713	323491	492181	564235	847520	794554	816839	1486760	885121	2289510	36791780
Portfolio Income	3	3094579	16602	16196	6494	18178	30342	87626	92972	121148	64174	157363	173722	2309759
Other Revenues	4	3291598	17331	77554	37215	160137	79861	197468	297405	218936	106481	128056	215693	1755467
Total Revenues	5	52218436	128487	539463	367200	670496	674438	1132614	1184931	1156923	1657415	1170540	2678925	40857006
Average Total Revenues	6	3054	125	65	169	353	408	848	3455	5873	27171	21677	62301	742855
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.1	15.2	6.6	8.3	10.0	21.1	18.7	33.9	33.8	77.4	34.9	56.6	72.3
Salaries and Wages	8	3.6	2.4	12.6	6.4	5.5	6.7	6.6	18.9	14.2	3.2	7.5	4.8	2.6
Taxes Paid	9	2.5	4.4	5.5	8.5	6.9	6.7	6.8	6.3	6.7	2.0	6.3	3.2	1.9
Interest Paid	10	6.9	17.2	1.6	6.2	1.7	4.6	5.6	7.0	9.4	3.7	9.1	6.6	7.1
Depreciation, Depletion, Amortization	11	9.9	46.5	6.9	8.2	5.0	11.8	16.7	21.6	20.8	8.5	22.6	16.4	8.6
Pensions and Other Benefits	12	1.2	0.1	0.4	0.9	0.8	1.0	1.3	2.0	2.2	0.4	1.3	0.7	1.3
Other	13	20.1	•	65.5	61.5	91.5	52.9	69.3	50.0	44.7	19.4	42.3	30.3	14.0
Officers Compensation	14	1.1	0.6	2.9	7.5	10.0	7.9	10.3	3.9	5.8	1.8	3.5	1.4	0.4
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	0.9	•	•	•	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	465	•	5	14	83	91	388	1200	2230	4982	6084	15291	89483
Inventories	18	160	•	0	•	0	5	9	60	445	239	509	915	45875
Net Property, Plant and Equipment	19	2921	•	16	71	122	265	852	2720	7218	20461	39152	91556	694486
Total Assets	20	7458	•	36	156	356	713	2173	7163	15457	37323	71585	156525	1886395



Notes and Loans Payable **21**	2186	•	139	144	183	277	919	2029	4364	14233	19330	39994	521592
All Other Liabilities **22**	1467	•	11	62	165	148	602	2141	3727	7839	12972	32736	353451
Net Worth **23**	3805	•	-115	-49	8	288	652	2992	7366	15251	39284	83796	1011351

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.7	0.6	0.7	1.3	1.1	1.2	1.3	1.3	1.9	1.6	1.4
Quick Ratio **25**	0.8	•	1.6	0.4	0.6	1.1	1.0	1.1	1.0	1.1	1.5	1.0	0.7
Net Sales to Working Capital **26**	8.7	•	9.0	•	•	5.1	7.1	5.1	3.8	13.1	2.0	4.0	9.9
Coverage Ratio **27**	1.4	•	13.0	2.0	4.0	2.5	0.7	1.8	1.4	•	1.5	0.6	1.5
Total Asset Turnover **28**	0.4	•	1.5	1.0	0.7	0.5	0.3	0.3	0.3	0.7	0.2	0.4	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	6.3	•	•	•	•
Receivables Turnover **30**	•	•	•	•	6.2	7.5	3.3	3.9	3.7	9.8	5.4	7.0	•
Total Liabilities to Net Worth **31**	1.0	•	•	•	44.8	1.5	2.3	1.4	1.1	1.5	0.8	0.9	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.0	•	•	•	97.8	59.6	70.0	58.2	52.4	59.1	45.1	46.5	46.4
Return on Assets **33**	3.5	•	31.2	11.6	4.9	5.5	1.1	4.0	3.5	•	3.1	1.3	3.8
Return on Equity **34**	1.0	•	•	•	•	7.4	•	2.6	0.7	•	1.0	•	1.3
Return Before Interest on Equity **35**	6.9	•	•	•	•	13.6	3.8	9.6	7.4	•	5.7	2.4	7.1
Profit Margin, Before Income Tax **36**	3.0	•	19.1	6.0	5.1	6.8	•	5.5	3.8	•	4.6	•	3.6
Profit Margin, After Income Tax **37**	1.5	•	18.9	6.0	4.5	6.3	•	3.4	1.2	•	2.3	•	2.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.5	67.3	67.5	62.4	63.4	63.5	61.1	69.9	68.0	66.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	807	498	562	544	482	597	426	472	420	465
Average Inventories ($) **42**	217	156	142	128	114	124	102	128	175	160
Average Net Worth ($) **43**	3802	3586	4229	3950	4614	3802	3426	3887	3724	3805
Current Ratio (x1) **44**	1.0	1.1	1.0	1.1	1.1	1.1	1.1	1.1	1.2	1.4
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.8	0.8
Coverage Ratio (x1) **46**	1.3	0.8	1.1	1.3	1.6	1.9	1.9	1.5	1.5	1.4
Asset Turnover (x1) **47**	0.5	0.3	0.3	0.2	0.2	0.3	0.3	0.4	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	1.2	0.9	0.8	0.8	0.7	0.9	0.9	1.0	1.0	1.0
Return on Assets (x1) **49**	4.1	2.5	2.5	3.4	4.5	6.2	5.8	3.6	3.4	3.5
Return on Equity (%) **50**	•	•	•	0.5	1.8	3.7	3.4	1.2	1.2	1.0

CRUDE PETROLEUM, NATURAL GAS, AND NATURAL GAS LIQUIDS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9344	566	4680	977	902	1051	746	204	110	27	29	19	33
Revenues ($ in Thousands)														
Net Sales	2	23124304	53347	269085	244699	232028	400725	679087	563187	530963	1116548	516552	1469082	17049000
Portfolio Income	3	2283225	14456	15613	5220	4009	23958	49951	65709	107688	43102	94478	103253	1755788
Other Revenues	4	2002738	16393	73473	18700	105800	55407	188331	174567	160529	91377	100868	89810	927483
Total Revenues	5	27410267	84196	358171	268619	341837	480090	917369	803463	799180	1251027	711898	1662145	19732271
Average Total Revenues	6	2933	149	77	275	379	457	1230	3939	7265	46334	24548	87481	597948
Operating Costs/Operating Income (%)														
Cost of Operations	7	54.7	12.7	0.5	5.5	19.6	18.6	15.4	37.4	31.6	84.3	28.9	73.0	57.9
Salaries and Wages	8	4.1	•	11.8	0.3	3.4	8.4	5.6	15.9	13.6	2.5	7.9	2.8	3.3
Taxes Paid	9	3.4	3.8	5.9	7.3	6.5	6.7	6.8	6.7	6.9	1.5	6.9	1.3	3.0
Interest Paid	10	7.5	9.6	2.6	1.5	2.6	3.1	4.2	3.1	8.7	2.0	5.0	4.0	8.8
Depreciation, Depletion, Amortization	11	10.4	21.0	8.8	3.1	5.1	10.3	13.1	20.4	17.7	4.5	18.3	8.2	10.2
Pensions and Other Benefits	12	1.9	•	0.7	•	1.6	1.0	1.3	1.0	2.3	0.4	1.5	0.5	2.3
Other	13	20.7	35.8	59.3	57.3	52.3	38.4	49.5	28.8	33.6	8.0	35.5	13.1	17.8
Officers Compensation	14	1.3	•	3.1	6.8	12.4	6.7	7.5	3.3	5.7	1.3	4.2	0.7	0.4
Operating Margin	15	•	17.3	7.4	18.2	•	6.8	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	17.3	10.5	25.0	8.8	13.6	4.1	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	557	•	6	19	12	115	579	1229	2573	5041	7243	15232	103627
Inventories	18	182	•	•	•	•	6	10	63	752	287	820	1167	46597
Net Property, Plant and Equipment	19	3252	•	11	79	121	191	825	2573	5724	17927	32107	71693	769731
Total Assets	20	10165	•	35	163	345	745	2245	7151	15110	36332	70011	143422	2516199

Notes and Loans Payable **21**	2442	•	18	65	141	218	662	1276	3067	14052	11583	31677	603190
All Other Liabilities **22**	1795	•	3	19	103	167	574	1773	3164	7582	7927	31617	433274
Net Worth **23**	5928	•	14	79	101	360	1009	4103	8879	14698	50502	80128	1479735

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	4.4	1.1	0.5	1.5	1.3	1.5	2.2	1.3	3.3	1.6	1.6
Quick Ratio **25**	1.0	•	4.2	1.1	0.4	1.3	1.1	1.3	1.8	1.2	2.7	0.8	0.8
Net Sales to Working Capital **26**	4.5	•	4.3	•	•	3.5	5.1	3.5	1.4	16.6	1.0	4.3	5.0
Coverage Ratio **27**	3.1	8.8	•	•	•	9.5	8.6	9.3	4.5	4.9	6.9	3.4	2.5
Total Asset Turnover **28**	0.3	•	1.6	1.5	0.8	0.5	0.4	0.4	0.3	1.1	0.3	0.5	0.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	4.1	•	•	•	•
Receivables Turnover **30**	8.9	•	•	•	•	6.7	3.2	4.5	3.8	•	4.9	•	10.0
Total Liabilities to Net Worth **31**	0.7	•	1.5	1.1	2.4	1.1	1.2	0.8	0.7	1.5	0.4	0.8	0.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	41.7	•	59.8	51.4	70.6	51.7	55.1	42.6	41.2	59.6	27.9	44.1	41.2
Return on Assets **33**	5.6	•	•	•	34.5	15.1	14.5	11.2	12.3	10.9	8.7	7.4	4.5
Return on Equity **34**	5.2	•	•	•	•	27.2	27.4	15.5	14.1	19.6	8.9	7.3	3.5
Return Before Interest on Equity **35**	9.6	•	•	•	•	31.3	32.3	19.6	21.0	26.9	12.0	13.2	7.7
Profit Margin, Before Income Tax **36**	15.5	•	•	28.0	•	26.4	31.6	25.9	30.0	7.6	29.1	9.7	13.3
Profit Margin, After Income Tax **37**	12.5	•	•	28.0	•	25.6	30.3	23.0	26.0	7.0	25.2	7.6	9.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.5	40.5	52.1	64.0	64.9	65.1	62.5	48.7	42.5	54.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	1.6	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	3.5	•
Average Net Receivables ($) **41**	627	443	583	1229	899	935	699	616	530	557
Average Inventories ($) **42**	127	83	179	315	243	209	187	118	124	182
Average Net Worth ($) **43**	6739	2245	2260	9982	10233	6845	6529	3754	2593	5928
Current Ratio (×1) **44**	1.4	1.7	1.2	1.2	1.3	1.4	1.3	1.1	1.5	1.6
Quick Ratio (×1) **45**	1.0	1.3	0.9	0.9	0.9	1.0	0.9	0.8	1.1	1.0
Coverage Ratio (×1) **46**	3.4	5.7	4.3	2.2	2.2	2.6	2.5	3.4	4.9	3.1
Asset Turnover (×1) **47**	0.3	0.3	0.4	0.2	0.2	0.3	0.3	0.3	0.4	0.3
Operating Leverage **48**	1.2	1.1	1.3	1.5	1.3	0.6	1.1	0.3	•	•
Financial Leverage **49**	1.2	1.2	1.1	0.7	1.0	1.1	1.0	1.2	1.2	0.9
Total Leverage **50**	1.4	1.2	1.4	1.0	1.2	0.7	1.1	0.3	•	•

OIL AND GAS FIELD SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11199	285	6382	1365	1007	1022	886	106	80	20	12	17	18
Revenues ($ in Thousands)														
Net Sales	2	18238439	285079	961541	254578	415123	1327272	1729667	1018144	1377355	424858	767641	2110218	7566963
Portfolio Income	3	640081	11325	72318	2380	7361	41837	42711	20527	47192	3228	22975	57182	311046
Other Revenues	4	651468	-17411	159701	42785	23013	28663	73252	38126	55905	43364	39345	35835	128889
Total Revenues	5	19529988	278993	1193560	299743	445497	1397772	1845630	1076797	1480452	471450	829961	2203235	8006898
Average Total Revenues	6	1744	979	187	220	442	1368	2083	10158	18506	23572	69163	129602	444828
Operating Costs/Operating Income (%)														
Cost of Operations	7	55.7	55.0	53.8	46.8	33.3	63.3	36.4	50.7	73.0	59.4	62.9	64.3	54.7
Salaries and Wages	8	10.8	8.9	14.4	16.1	16.6	11.3	16.0	12.3	5.0	13.0	10.8	7.4	10.4
Taxes Paid	9	2.9	1.5	3.1	6.1	4.7	2.9	3.8	4.0	2.3	2.7	2.7	2.1	2.8
Interest Paid	10	3.0	2.5	3.9	2.0	2.6	1.3	2.1	1.8	1.9	3.9	2.5	2.2	4.2
Depreciation, Depletion, Amortization	11	8.6	29.9	2.9	10.2	8.8	3.7	6.7	6.3	6.0	15.3	8.1	9.5	9.9
Pensions and Other Benefits	12	2.3	3.4	1.0	1.2	3.0	0.6	1.6	1.7	1.4	2.2	1.5	2.3	3.1
Other	13	19.0	11.1	30.3	49.1	29.6	17.9	24.6	21.5	13.4	20.9	14.8	12.6	17.8
Officers Compensation	14	2.6	4.3	8.2	9.9	6.7	4.6	6.5	3.2	1.6	2.3	1.4	1.7	0.7
Operating Margin	15	•	•	•	•	•	•	2.5	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	1.5	•	9.0	1.8	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	345	•	3	39	52	142	312	2457	3229	5632	14778	30016	110662
Inventories	18	80	•	2	30	29	12	30	99	232	1108	6221	5164	31039
Net Property, Plant and Equipment	19	828	•	14	35	163	174	607	2888	6004	19084	29044	70000	308189
Total Assets	20	2028	•	35	193	364	696	1746	7524	16649	36035	78796	152689	734132

Notes and Loans Payable **21**	576	•	41	88	203	269	512	2402	3405	25227	19227	34165	182849
All Other Liabilities **22**	441	•	9	56	55	117	407	2210	4449	11785	15156	24573	157712
Net Worth **23**	1012	•	-16	48	106	310	827	2912	8795	-977	44413	93951	393571

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	1.4	1.8	3.5	2.5	1.6	1.2	1.7	1.1	2.4	2.2	1.7
Quick Ratio **25**	1.3	•	1.1	1.3	2.7	2.1	1.3	1.0	1.4	0.8	1.6	1.6	1.2
Net Sales to Working Capital **26**	5.5	•	30.0	3.3	3.2	6.3	7.1	14.9	5.9	20.1	3.4	4.4	4.7
Coverage Ratio **27**	1.8	•	2.7	•	1.8	0.8	5.5	3.5	2.6	•	2.3	2.1	1.6
Total Asset Turnover **28**	0.8	•	4.3	1.0	1.1	1.9	1.1	1.3	1.0	0.6	0.8	0.8	0.6
Inventory Turnover **29**	•	•	•	5.9	9.5	•	•	•	•	•	•	•	•
Receivables Turnover **30**	9.5	•	•	9.5	•	•	•	7.8	•	7.6	8.7	8.3	7.6
Total Liabilities to Net Worth **31**	1.0	•	•	3.0	2.4	1.3	1.1	1.6	0.9	•	0.8	0.6	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.1	•	•	75.0	70.8	55.5	52.6	61.3	47.2	•	43.6	38.5	46.4
Return on Assets **33**	4.3	•	•	•	5.3	1.9	12.6	7.9	5.0	•	4.7	3.8	3.8
Return on Equity **34**	2.9	•	•	•	6.5	•	20.2	13.2	3.8	•	3.0	1.9	2.3
Return Before Interest on Equity **35**	8.6	•	•	•	18.3	4.3	26.5	20.4	9.4	•	8.3	6.2	7.1
Profit Margin, Before Income Tax **36**	2.3	•	6.6	•	2.1	•	9.2	4.4	2.9	•	3.3	2.5	2.5
Profit Margin, After Income Tax **37**	1.8	•	6.4	•	1.7	•	8.6	4.0	1.9	•	2.1	1.4	2.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	60.3	64.8	61.0	59.7	56.3	51.8	53.4	52.0	52.3	55.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	391	309	294	357	271	311	363	333	343	345
Average Inventories ($) **42**	97	86	81	114	77	64	87	84	86	80
Average Net Worth ($) **43**	1028	1016	952	1202	1209	1146	852	772	890	1012
Current Ratio (x1) **44**	0.9	0.9	0.9	1.0	1.2	1.2	1.5	1.5	1.8	1.8
Quick Ratio (x1) **45**	0.6	0.7	0.7	0.8	1.0	1.0	1.1	1.2	1.3	1.3
Coverage Ratio (x1) **46**	•	•	•	0.9	0.1	1.2	1.3	1.1	2.6	1.8
Asset Turnover (x1) **47**	0.6	0.5	0.5	0.5	0.5	0.6	0.8	0.8	0.8	0.8
Total Liabilities/Net Worth (x1) **48**	1.7	1.6	1.5	1.2	0.9	1.0	1.3	1.2	1.1	1.0
Return on Assets (x1) **49**	•	•	•	2.1	0.3	3.0	4.4	3.0	6.0	4.3
Return on Equity (%) **50**	•	•	•	•	•	•	0.7	•	6.2	2.9

OIL AND GAS FIELD SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6802	6	4365	730	504	488	529	80	61	12	7	12	7
Revenues ($ in Thousands)														
Net Sales	2	12183508	66387	710866	130527	193542	753276	1327972	902557	1127951	299402	391346	1569880	4709801
Portfolio Income	3	369295	428	45147	2059	5096	33468	32485	19669	44626	2577	13687	35016	135037
Other Revenues	4	318681	-18574	47825	10913	19666	20268	42022	8175	52998	17556	38806	20700	58329
Total Revenues	5	12871484	48241	803838	143499	218304	807012	1402479	930401	1225575	319535	443839	1625596	4903167
Average Total Revenues	6	1892	8040	184	197	433	1654	2651	11630	20091	26628	63406	135466	700452
Operating Costs/Operating Income (%)														
Cost of Operations	7	55.5	16.8	47.8	56.4	38.1	67.4	36.5	48.8	74.5	52.4	58.9	66.9	54.2
Salaries and Wages	8	9.7	3.5	15.2	5.2	9.2	8.9	13.1	11.0	3.5	16.0	11.5	6.0	10.1
Taxes Paid	9	2.8	2.5	2.9	4.1	4.1	2.6	3.4	3.9	1.9	2.4	2.2	2.1	2.9
Interest Paid	10	1.6	•	0.6	1.7	3.6	0.8	2.1	1.3	1.5	1.9	1.9	1.7	1.6
Depreciation, Depletion, Amortization	11	7.4	4.4	3.1	7.8	8.3	1.9	6.8	5.5	5.3	11.7	8.2	8.6	9.3
Pensions and Other Benefits	12	2.3	6.0	0.3	0.8	5.2	0.4	1.7	1.9	1.2	2.8	1.7	1.8	3.5
Other	13	15.2	14.4	20.5	25.5	27.5	13.4	21.5	20.4	10.1	15.0	15.5	9.4	14.1
Officers Compensation	14	2.2	16.8	5.3	•	5.7	4.1	4.8	3.3	1.7	1.7	1.8	1.6	0.5
Operating Margin	15	3.5	35.7	4.3	•	•	0.6	10.1	4.0	0.3	•	•	1.9	3.8
Oper. Margin Before Officers Compensation	16	5.6	52.5	9.6	•	4.1	4.7	14.9	7.3	2.0	•	0.3	3.5	4.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	385	•	3	66	78	147	296	2580	3407	6806	14387	34096	183957
Inventories	18	97	•	3	44	36	22	46	76	186	1775	8341	5362	57230
Net Property, Plant and Equipment	19	690	•	14	27	97	141	659	2445	5447	14036	25296	59097	366259
Total Assets	20	1915	•	32	213	356	644	1885	7705	16623	35914	75936	146110	984592

Notes and Loans Payable **21**	344	•	11	106	287	87	619	1808	2344	6878	16285	28496	125012
All Other Liabilities **22**	428	•	8	49	79	139	284	1518	3541	11871	13132	23621	247163
Net Worth **23**	1142	•	13	59	-9	418	981	4380	10739	17166	46520	93993	612416

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	1.3	2.3	3.2	2.8	2.0	2.6	1.8	1.3	2.3	2.4	1.8
Quick Ratio **25**	1.4	•	0.9	1.7	2.3	2.6	1.6	2.2	1.7	0.9	1.6	1.7	1.1
Net Sales to Working Capital **26**	4.9	•	•	1.9	2.6	6.0	7.0	4.2	5.8	6.5	3.3	4.2	4.4
Coverage Ratio **27**	6.9	•	•	5.9	4.1	11.2	8.6	6.7	6.9	2.4	7.4	4.3	6.0
Total Asset Turnover **28**	0.9	•	5.1	0.8	1.1	2.4	1.3	1.5	1.1	0.7	0.7	0.9	0.7
Inventory Turnover **29**	•	•	•	4.6	8.1	•	•	•	•	•	7.9	•	•
Receivables Turnover **30**	9.3	•	•	5.4	9.9	•	•	8.8	•	7.3	7.8	7.7	7.3
Total Liabilities to Net Worth **31**	0.7	•	1.5	2.6	•	0.6	0.9	0.8	0.6	1.1	0.6	0.6	0.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	40.4	•	59.8	72.4	•	35.2	47.9	43.2	35.4	52.2	38.7	35.7	37.8
Return on Assets **33**	10.0	•	•	8.5	16.0	20.3	23.6	12.2	11.6	3.2	10.2	6.4	6.7
Return on Equity **34**	13.1	•	•	24.5	•	26.3	38.1	17.2	13.2	2.4	11.6	5.6	8.4
Return Before Interest on Equity **35**	16.8	•	•	30.7	•	31.4	•	21.5	17.9	6.7	16.6	10.0	10.7
Profit Margin, Before Income Tax **36**	9.2	8.4	17.3	8.4	11.2	7.7	15.7	7.1	8.9	2.7	12.0	5.5	8.1
Profit Margin, After Income Tax **37**	8.4	5.0	17.1	8.1	10.3	7.1	14.9	6.7	7.7	1.7	9.6	4.0	7.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	45.1	46.1	48.8	62.1	56.5	50.9	53.6	50.8	52.9	55.5
Operating Margin (%) **39**	•	•	•	•	•	1.1	•	•	1.5	3.5
Oper. Margin Before Officers Comp. (%) **40**	•	1.7	•	•	•	3.7	2.8	2.3	4.0	5.6
Average Net Receivables ($) **41**	196	116	230	394	275	421	360	381	538	385
Average Inventories ($) **42**	35	15	55	146	109	108	129	113	142	97
Average Net Worth ($) **43**	576	287	633	1018	2289	1094	862	1038	1375	1142
Current Ratio (×1) **44**	1.2	1.4	1.2	1.4	1.6	1.3	1.6	1.8	1.8	2.0
Quick Ratio (×1) **45**	1.0	1.2	0.9	1.0	1.2	1.0	1.2	1.4	1.3	1.4
Coverage Ratio (×1) **46**	3.9	5.1	2.8	6.2	7.3	4.6	5.2	7.3	5.9	6.9
Asset Turnover (×1) **47**	0.8	1.1	0.7	0.9	0.5	0.8	1.0	0.9	0.9	0.9
Operating Leverage **48**	1.7	0.7	1.4	1.1	0.9	•	•	2.5	•	2.3
Financial Leverage **49**	1.2	1.2	0.8	1.2	1.2	0.9	1.0	1.1	1.0	1.1
Total Leverage **50**	2.1	0.8	1.1	1.3	1.1	•	•	2.7	•	2.4

DIMENSION, CRUSHED, AND BROKEN STONE, SAND AND GRAVEL

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3739	•	1144	491	656	302	•	164	76	23	14	5	6
Revenues ($ in Thousands)														
Net Sales	2	9393864	•	49662	82499	286399	307405	•	1190677	978645	743149	870482	966318	2943419
Portfolio Income	3	206448	•	•	685	9215	2279	•	21009	11081	7043	14070	8636	124044
Other Revenues	4	293182	•	•	31936	15220	767	•	20416	28819	20227	45202	6630	107260
Total Revenues	5	9893494	•	49662	115120	310834	310451	•	1232102	1018545	770419	929754	981584	3174723
Average Total Revenues	6	2646	•	43	234	474	1028	•	7513	13402	33496	66411	196317	529120
Operating Costs/Operating Income (%)														
Cost of Operations	7	59.4	•	•	78.8	42.8	47.5	•	53.1	60.7	65.8	71.3	70.8	55.5
Salaries and Wages	8	5.6	•	•	18.4	14.5	6.4	•	7.2	5.4	3.6	3.9	3.6	5.4
Taxes Paid	9	3.2	•	•	4.2	5.5	4.1	•	3.5	3.5	2.6	2.4	2.1	3.2
Interest Paid	10	3.3	•	•	0.3	1.6	4.7	•	1.5	1.9	1.7	2.4	3.5	5.9
Depreciation, Depletion, Amortization	11	9.0	•	1.2	4.2	9.4	10.8	•	10.1	9.1	8.7	8.4	7.8	9.4
Pensions and Other Benefits	12	2.5	•	•	2.0	2.5	0.7	•	2.4	1.5	2.1	1.5	3.3	3.2
Other	13	14.7	•	8.7	29.4	22.2	28.3	•	10.6	11.3	7.6	10.7	8.5	20.2
Officers Compensation	14	2.2	•	6.1	•	5.2	1.1	•	3.8	2.5	2.4	1.5	0.8	0.6
Operating Margin	15	0.3	•	•	•	•	•	•	8.0	4.2	5.6	•	•	•
Oper. Margin Before Officers Compensation	16	2.5	•	•	•	1.6	•	•	11.8	6.7	7.9	•	0.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	414	•	1	58	53	76	•	929	1921	4255	10157	21975	117166
Inventories	18	187	•	•	•	50	13	•	516	932	2111	5952	16813	38519
Net Property, Plant and Equipment	19	1421	•	3	19	129	527	•	3310	7345	17560	39395	113758	342194
Total Assets	20	3767	•	28	131	380	775	•	7341	15384	35085	72952	181659	1251773

Notes and Loans Payable **21**	1283	•	2	2	73	636	•	2302	3890	6773	24735	89665	447348
All Other Liabilities **22**	607	•	13	56	89	85	•	938	3362	4630	10354	9393	224376
Net Worth **23**	1876	•	14	73	218	54	•	4101	8133	23681	37863	82601	580049

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.2	1.8	3.4	1.0	•	2.3	1.8	2.5	2.1	1.4	0.7
Quick Ratio **25**	0.7	•	0.1	1.8	2.5	0.8	•	1.6	1.2	2.0	1.4	0.8	0.4
Net Sales to Working Capital **26**	35.2	•	•	3.7	2.7	•	•	4.5	5.4	4.4	5.6	14.7	•
Coverage Ratio **27**	2.7	•	•	9.2	4.1	0.5	•	8.8	5.2	6.3	3.0	1.4	1.8
Total Asset Turnover **28**	0.7	•	1.5	1.3	1.2	1.3	•	1.0	0.8	0.9	0.9	1.1	0.4
Inventory Turnover **29**	•	•	•	•	7.5	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	5.8	•	•	•	•	•	•	•	•	8.4
Total Liabilities to Net Worth **31**	1.0	•	1.1	0.8	0.8	13.4	•	0.8	0.9	0.5	0.9	1.2	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.2	•	51.8	44.4	42.7	93.0	•	44.1	47.1	32.5	48.1	54.5	53.7
Return on Assets **33**	5.9	•	•	3.4	7.6	2.9	•	12.8	8.4	10.0	6.1	5.2	4.1
Return on Equity **34**	5.6	•	•	2.0	9.1	•	•	18.2	10.9	9.3	6.1	1.3	2.4
Return Before Interest on Equity **35**	11.9	•	•	6.1	13.2	•	•	22.8	16.0	14.8	11.7	11.4	8.9
Profit Margin, Before Income Tax **36**	5.6	•	•	2.4	5.0	•	•	11.4	8.2	9.1	4.7	1.4	4.7
Profit Margin, After Income Tax **37**	4.2	•	•	0.9	4.5	•	•	10.3	6.9	6.8	3.7	0.6	2.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.2	60.6	60.6	60.2	62.3	62.8	61.0	61.1	59.0	59.4
Operating Margin (%) **39**	•	2.7	2.5	2.8	0.5	•	•	•	•	0.3
Oper. Margin Before Officers Comp. (%) **40**	2.2	5.6	5.5	5.4	4.3	0.7	•	0.4	•	2.5
Average Net Receivables ($) **41**	384	353	488	556	480	544	333	322	389	414
Average Inventories ($) **42**	206	155	179	189	155	196	194	183	175	187
Average Net Worth ($) **43**	1207	1070	1775	1782	1574	1670	1536	1546	1763	1876
Current Ratio (×1) **44**	1.9	1.9	1.7	1.5	1.6	1.3	1.2	1.0	1.1	1.1
Quick Ratio (×1) **45**	1.3	1.4	1.3	1.1	1.2	1.0	0.7	0.6	0.7	0.7
Coverage Ratio (×1) **46**	2.7	4.3	3.5	3.7	3.1	2.2	1.6	2.0	1.6	2.7
Asset Turnover (×1) **47**	1.2	1.1	0.8	0.8	0.8	0.8	0.7	0.7	0.6	0.7
Total Liabilities/Net Worth (×1) **48**	1.0	0.9	0.8	0.9	0.9	1.0	1.1	1.1	0.9	1.0
Return on Assets (×1) **49**	8.7	11.6	8.8	9.0	8.3	6.9	5.0	5.3	4.1	5.9
Return on Equity (%) **50**	6.1	11.3	7.7	9.1	7.4	5.4	2.7	3.9	1.6	5.6

DIMENSION, CRUSHED, AND BROKEN STONE, SAND AND GRAVEL

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1600	•	•	314	521	188	333	143	60	•	10	•	•
Revenues ($ in Thousands)														
Net Sales	2	6937013	•	•	62613	241219	262322	808232	1013478	787049	•	640305	•	•
Portfolio Income	3	91643	•	•	685	6884	1325	8087	19285	10305	•	11533	•	•
Other Revenues	4	192438	•	•	177	14224	4	15141	17560	25634	•	14103	•	•
Total Revenues	5	7221094	•	•	63475	262327	263651	831460	1050323	822988	•	665941	•	•
Average Total Revenues	6	4513	•	•	202	504	1402	2497	7345	13716	•	66594	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	56.1	•	•	75.9	33.2	45.6	56.5	50.6	58.1	•	68.0	•	•
Salaries and Wages	8	5.4	•	•	2.3	16.7	7.0	4.5	7.8	6.1	•	3.3	•	•
Taxes Paid	9	3.5	•	•	2.7	6.1	4.0	3.4	3.5	3.8	•	2.4	•	•
Interest Paid	10	1.7	•	•	•	1.6	3.2	1.2	1.3	1.3	•	2.1	•	•
Depreciation, Depletion, Amortization	11	9.1	•	•	2.8	9.6	7.0	7.8	9.3	8.7	•	8.4	•	•
Pensions and Other Benefits	12	2.3	•	•	•	2.9	0.5	2.3	1.9	1.6	•	1.5	•	•
Other	13	14.4	•	•	8.1	24.4	31.0	12.4	11.0	10.9	•	9.4	•	•
Officers Compensation	14	2.5	•	•	•	4.8	1.3	7.1	3.9	3.0	•	1.5	•	•
Operating Margin	15	5.0	•	•	8.1	0.8	0.6	4.8	10.6	6.7	•	3.5	•	•
Oper. Margin Before Officers Compensation	16	7.5	•	•	8.1	5.5	1.9	12.0	14.5	9.7	•	5.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	675	•	•	65	50	87	263	804	1946	•	10860	•	•
Inventories	18	294	•	•	•	60	21	148	431	704	•	5194	•	•
Net Property, Plant and Equipment	19	2290	•	•	7	143	530	752	3135	7362	•	32822	•	•
Total Assets	20	4927	•	•	143	367	788	2017	7188	14975	•	69639	•	•

Notes and Loans Payable **21**	1140	•	•	3	91	614	432	1440	2657	•	17936	•	•
All Other Liabilities **22**	879	•	•	8	80	74	199	571	2733	•	8805	•	•
Net Worth **23**	2908	•	•	132	197	100	1385	5177	9585	•	42899	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	•	15.4	4.2	1.0	2.5	3.3	2.2	•	2.5	•	•
Quick Ratio **25**	1.5	•	•	15.2	3.0	0.9	2.0	2.3	1.7	•	1.9	•	•
Net Sales to Working Capital **26**	5.4	•	•	1.7	2.8	•	4.6	3.7	4.7	•	4.7	•	•
Coverage Ratio **27**	6.3	•	•	•	7.0	1.3	7.4	11.7	10.0	•	4.6	•	•
Total Asset Turnover **28**	0.9	•	•	1.4	1.3	1.8	1.2	1.0	0.9	•	0.9	•	•
Inventory Turnover **29**	•	•	•	•	5.2	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	6.1	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.7	•	•	0.1	0.9	6.9	0.5	0.4	0.6	•	0.6	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	41.0	•	•	7.7	46.5	87.3	31.3	28.0	36.0	•	38.4	•	•
Return on Assets **33**	9.5	•	•	13.3	14.0	7.5	10.7	15.2	10.9	•	8.7	•	•
Return on Equity **34**	10.9	•	•	11.3	21.2	13.5	11.6	17.5	13.2	•	9.1	•	•
Return Before Interest on Equity **35**	16.1	•	•	14.4	26.1	•	15.6	21.2	17.1	•	14.2	•	•
Profit Margin, Before Income Tax **36**	9.1	•	•	9.4	9.5	1.1	7.7	14.1	11.3	•	7.4	•	•
Profit Margin, After Income Tax **37**	7.3	•	•	7.5	9.0	1.0	6.6	12.8	9.6	•	6.1	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.7	60.4	60.0	59.9	60.8	60.9	58.8	58.5	57.0	56.1
Operating Margin (%) **39**	2.6	4.9	4.4	4.4	4.1	1.5	0.3	1.8	2.8	5.0
Oper. Margin Before Officers Comp. (%) **40**	4.9	7.6	7.4	7.0	8.2	4.4	3.0	4.7	5.4	7.5
Average Net Receivables ($) **41**	415	368	658	1054	817	1069	741	584	505	675
Average Inventories ($) **42**	216	161	228	346	237	334	437	344	247	294
Average Net Worth ($) **43**	1464	1215	2443	3512	2862	3491	4487	3164	2404	2908
Current Ratio (×1) **44**	2.2	2.0	1.8	1.5	1.7	1.3	1.3	1.1	2.2	2.1
Quick Ratio (×1) **45**	1.6	1.5	1.3	1.2	1.3	1.0	0.7	0.7	1.6	1.5
Coverage Ratio (×1) **46**	4.8	6.7	4.4	4.6	4.9	3.3	2.8	3.2	5.2	6.3
Asset Turnover (×1) **47**	1.2	1.2	0.9	0.8	0.8	0.7	0.6	0.6	0.9	0.9
Operating Leverage **48**	1.4	1.9	0.9	1.0	0.9	0.4	0.2	6.7	1.5	1.8
Financial Leverage **49**	1.0	1.1	1.0	1.1	1.0	0.9	0.9	1.1	1.2	1.1
Total Leverage **50**	1.4	2.1	0.9	1.1	1.0	0.3	0.2	7.2	1.8	2.0

OTHER NONMETALLIC MINERALS, EXCEPT FUELS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	106	•	•	•	•	•	•	27	19	9	3	5	3
Revenues ($ in Thousands)														
Net Sales	2	3510970	•	•	•	•	•	•	165931	148022	289347	110455	724242	2055760
Portfolio Income	3	245195	•	•	•	•	•	•	2167	4283	19446	1448	17247	16993
Other Revenues	4	82545	•	•	•	•	•	•	565	1973	2819	3481	9201	64420
Total Revenues	5	3838710	•	•	•	•	•	•	168663	154278	311612	115384	750690	2137173
Average Total Revenues	6	36214	•	•	•	•	•	•	6247	8120	34624	38461	150138	712391
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.3	•	•	•	•	•	•	64.0	66.5	62.0	72.0	70.9	49.7
Salaries and Wages	8	8.5	•	•	•	•	•	•	4.7	2.7	2.9	4.8	3.8	11.7
Taxes Paid	9	2.6	•	•	•	•	•	•	3.5	2.8	3.7	2.7	2.5	2.2
Interest Paid	10	3.1	•	•	•	•	•	•	4.0	4.9	0.7	2.9	2.2	3.5
Depreciation, Depletion, Amortization	11	10.6	•	•	•	•	•	•	8.0	12.7	10.1	10.7	8.1	11.5
Pensions and Other Benefits	12	3.2	•	•	•	•	•	•	1.8	2.2	1.8	2.0	2.4	3.8
Other	13	14.3	•	•	•	•	•	•	2.7	15.9	8.6	10.7	5.8	18.2
Officers Compensation	14	1.6	•	•	•	•	•	•	6.0	3.1	3.7	1.9	1.2	0.9
Operating Margin	15	•	•	•	•	•	•	•	5.5	•	6.6	•	3.2	•
Oper. Margin Before Officers Compensation	16	0.4	•	•	•	•	•	•	11.5	•	10.2	•	4.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8317	•	•	•	•	•	•	802	1080	4484	4520	23962	218705
Inventories	18	3566	•	•	•	•	•	•	692	1889	1668	7912	12748	73453
Net Property, Plant and Equipment	19	22113	•	•	•	•	•	•	2850	9844	15940	37433	88144	456369
Total Assets	20	42505	•	•	•	•	•	•	5511	13717	34147	66973	159690	898250

Notes and Loans Payable **21**	14771	•	•	•	•	•	•	2375	6758	4069	13043	39022	356703
All Other Liabilities **22**	9728	•	•	•	•	•	•	629	3645	3167	24245	33063	224041
Net Worth **23**	18006	•	•	•	•	•	•	2507	3313	26912	29685	87605	317506

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	•	•	•	•	2.2	0.7	3.6	0.6	1.9	1.6
Quick Ratio **25**	1.1	•	•	•	•	•	•	1.2	0.3	2.8	0.2	1.1	1.1
Net Sales to Working Capital **26**	6.8	•	•	•	•	•	•	6.0	•	3.2	•	6.0	6.4
Coverage Ratio **27**	3.7	•	•	•	•	•	•	2.8	•	•	•	4.2	1.7
Total Asset Turnover **28**	0.8	•	•	•	•	•	•	1.1	0.6	1.0	0.6	0.9	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	5.5	•	6.7	•	9.3
Receivables Turnover **30**	8.0	•	•	•	•	•	•	•	•	•	•	•	6.3
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	•	•	1.2	3.1	0.3	1.3	0.8	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.6	•	•	•	•	•	•	54.5	75.9	21.2	55.7	45.2	64.7
Return on Assets **33**	8.8	•	•	•	•	•	•	12.5	•	14.0	•	8.2	4.6
Return on Equity **34**	11.6	•	•	•	•	•	•	16.3	•	12.1	•	7.4	2.3
Return Before Interest on Equity **35**	20.7	•	•	•	•	•	•	27.4	•	17.7	•	14.9	12.9
Profit Margin, Before Income Tax **36**	8.2	•	•	•	•	•	•	7.2	•	14.1	•	6.9	2.5
Profit Margin, After Income Tax **37**	6.3	•	•	•	•	•	•	6.7	•	10.1	•	4.5	1.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.0	62.7	49.8	51.0	57.7	60.8	58.1	61.5	57.0	57.3
Operating Margin (%) **39**	•	•	•	2.4	•	•	•	1.0	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	3.8	•	•	•	2.4	•	0.4
Average Net Receivables ($) **41**	711	539	738	478	624	1127	943	3947	2021	8317
Average Inventories ($) **42**	431	390	453	276	360	591	519	2755	1088	3566
Average Net Worth ($) **43**	2510	1980	2803	1562	2213	3365	3383	16081	5601	18006
Current Ratio (×1) **44**	2.0	1.1	1.6	1.5	1.4	1.4	1.6	2.1	1.7	1.5
Quick Ratio (×1) **45**	1.3	0.7	0.9	0.9	0.9	0.9	1.0	1.2	1.0	1.1
Coverage Ratio (×1) **46**	1.2	2.2	3.2	3.8	1.8	1.7	1.6	3.0	0.8	3.7
Asset Turnover (×1) **47**	0.8	0.6	0.6	1.0	1.1	0.9	0.8	0.9	0.8	0.8
Total Liabilities/Net Worth (×1) **48**	0.9	1.6	1.5	1.1	0.7	1.0	0.8	0.8	1.3	1.4
Return on Assets (×1) **49**	3.1	8.2	8.8	11.2	5.5	4.3	5.6	5.5	2.0	8.8
Return on Equity (%) **50**	•	5.9	9.1	10.1	1.9	1.1	1.6	4.3	•	11.6

OTHER NONMETALLIC MINERALS, EXCEPT FUELS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	53	•	•	•	•	•	•	27	9	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	2926884	•	•	•	•	•	•	165931	96355	•	•	•	•
Portfolio Income	3	240477	•	•	•	•	•	•	2167	3938	•	•	•	•
Other Revenues	4	67706	•	•	•	•	•	•	565	1156	•	•	•	•
Total Revenues	5	3235067	•	•	•	•	•	•	168663	101449	•	•	•	•
Average Total Revenues	6	61039	•	•	•	•	•	•	6247	11272	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	55.8	•	•	•	•	•	•	64.0	60.7	•	•	•	•
Salaries and Wages	8	9.6	•	•	•	•	•	•	4.7	2.7	•	•	•	•
Taxes Paid	9	2.8	•	•	•	•	•	•	3.5	3.9	•	•	•	•
Interest Paid	10	1.9	•	•	•	•	•	•	4.0	3.5	•	•	•	•
Depreciation, Depletion, Amortization	11	9.8	•	•	•	•	•	•	8.0	13.3	•	•	•	•
Pensions and Other Benefits	12	3.3	•	•	•	•	•	•	1.8	3.4	•	•	•	•
Other	13	13.9	•	•	•	•	•	•	2.7	11.8	•	•	•	•
Officers Compensation	14	1.5	•	•	•	•	•	•	6.0	2.2	•	•	•	•
Operating Margin	15	1.6	•	•	•	•	•	•	5.5	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	3.0	•	•	•	•	•	•	11.5	0.8	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14362	•	•	•	•	•	•	802	1211	•	•	•	•
Inventories	18	4975	•	•	•	•	•	•	692	2395	•	•	•	•
Net Property, Plant and Equipment	19	33735	•	•	•	•	•	•	2850	9969	•	•	•	•
Total Assets	20	65762	•	•	•	•	•	•	5511	13992	•	•	•	•

Notes and Loans Payable **21**	13029	•	•	•	•	•	•	2375	3678	•	•	•	•
All Other Liabilities **22**	14447	•	•	•	•	•	•	629	1802	•	•	•	•
Net Worth **23**	38285	•	•	•	•	•	•	2507	8512	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	•	•	•	•	2.2	1.0	•	•	•	•
Quick Ratio **25**	1.3	•	•	•	•	•	•	1.2	0.3	•	•	•	•
Net Sales to Working Capital **26**	5.5	•	•	•	•	•	•	6.0	•	•	•	•	•
Coverage Ratio **27**	7.4	•	•	•	•	•	•	2.8	2.1	•	•	•	•
Total Asset Turnover **28**	0.8	•	•	•	•	•	•	1.1	0.8	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	5.4	•	•	•	•
Receivables Turnover **30**	7.7	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.7	•	•	•	•	•	•	1.2	0.7	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	41.8	•	•	•	•	•	•	54.5	39.2	•	•	•	•
Return on Assets **33**	11.8	•	•	•	•	•	•	12.5	5.6	•	•	•	•
Return on Equity **34**	14.3	•	•	•	•	•	•	16.3	2.7	•	•	•	•
Return Before Interest on Equity **35**	20.2	•	•	•	•	•	•	27.4	9.2	•	•	•	•
Profit Margin, Before Income Tax **36**	12.1	•	•	•	•	•	•	7.2	3.8	•	•	•	•
Profit Margin, After Income Tax **37**	9.9	•	•	•	•	•	•	6.7	2.2	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	61.3	58.7	46.5	46.4	51.0	57.8	55.8	60.6	54.7	55.8
Operating Margin (%) **39**	5.0	•	0.6	9.1	1.4	3.0	0.2	3.8	2.9	1.6
Oper. Margin Before Officers Comp. (%) **40**	6.5	•	2.1	10.5	2.5	4.2	1.6	4.9	4.1	3.0
Average Net Receivables ($) **41**	457	483	1154	844	654	2767	3868	5531	10683	14362
Average Inventories ($) **42**	263	333	670	477	330	1361	1823	3510	5237	4975
Average Net Worth ($) **43**	1693	1945	4694	2942	2520	9788	15166	26927	39663	38285
Current Ratio (×1) **44**	2.3	1.0	1.7	1.7	1.5	1.4	1.8	2.5	1.8	1.8
Quick Ratio (×1) **45**	1.8	0.7	1.0	1.1	1.0	0.9	1.2	1.4	1.1	1.3
Coverage Ratio (×1) **46**	5.0	3.2	4.6	9.7	4.7	4.4	2.7	8.0	5.3	7.4
Asset Turnover (×1) **47**	1.1	0.6	0.5	1.0	0.9	0.9	0.8	1.0	0.8	0.8
Operating Leverage **48**	•	•	•	15.1	0.2	2.2	0.1	20.7	0.8	0.6
Financial Leverage **49**	1.2	0.9	1.2	1.2	1.1	0.9	0.8	1.5	0.8	1.3
Total Leverage **50**	•	•	•	17.3	0.2	2.0	0.1	30.8	0.6	0.7

GENERAL BUILDING CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	163927	10257	80272	25461	17884	13039	14045	1915	747	188	66	35	17
Revenues ($ in Thousands)														
Net Sales	2	242835084	2157431	21146009	14080505	18991596	21768996	64854794	26926166	23120221	13359460	7959158	11227713	17243033
Portfolio Income	3	1121226	9701	37168	59488	39363	79904	232497	88589	85506	68780	77537	82307	260385
Other Revenues	4	2390393	45110	66074	59856	130394	144746	504741	274011	299558	154147	174017	188405	349337
Total Revenues	5	246346703	2212242	21249251	14199849	19161353	21993646	65592032	27288766	23505285	13582387	8210712	11498425	17852755
Average Total Revenues	6	1503	216	265	558	1071	1687	4670	14250	31466	72247	124405	328526	1050162
Operating Costs/Operating Income (%)														
Cost of Operations	7	85.3	80.1	70.7	72.7	81.2	84.4	86.4	89.3	90.0	91.3	90.4	92.6	90.9
Salaries and Wages	8	3.1	2.9	5.3	5.1	3.6	2.4	2.5	2.2	2.4	2.1	3.2	2.1	5.2
Taxes Paid	9	1.3	1.9	2.3	1.9	1.8	1.7	1.2	1.1	1.0	0.6	0.9	0.6	1.1
Interest Paid	10	0.8	1.2	0.6	0.8	0.8	0.8	0.7	0.6	0.6	0.7	0.9	0.6	1.6
Depreciation, Depletion, Amortization	11	0.8	1.0	1.1	1.3	1.0	1.0	0.7	0.7	0.7	0.7	1.0	0.5	0.8
Pensions and Other Benefits	12	0.7	1.3	0.9	0.7	0.9	0.7	0.7	0.7	0.5	0.5	0.7	0.5	1.2
Other	13	5.4	10.5	12.5	11.9	6.7	5.2	4.9	3.5	3.4	2.9	4.7	3.2	0.5
Officers Compensation	14	2.6	3.0	5.4	4.6	3.5	3.4	2.7	2.0	1.6	1.2	1.2	0.7	0.5
Operating Margin	15	•	•	1.2	0.9	0.7	0.5	0.3	0.2	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	2.7	1.2	6.6	5.5	4.2	3.8	2.9	2.2	1.6	1.2	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	162	•	4	27	56	147	521	2026	4675	11392	22443	52686	144489
Inventories	18	126	•	2	32	101	180	509	1478	2360	5197	10652	17508	87335
Net Property, Plant and Equipment	19	94	•	9	37	66	105	278	846	1766	4746	11460	17356	125652
Total Assets	20	624	•	28	167	360	698	2076	6981	14457	34507	69551	158176	605620

Notes and Loans Payable **21**	225	•	22	71	186	280	804	2065	4186	10301	20377	41226	192115
All Other Liabilities **22**	260	•	9	47	110	234	825	3338	6484	15863	33345	90378	263825
Net Worth **23**	139	•	-3	48	65	185	447	1578	3786	8343	15828	26572	149680

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.3	1.7	1.4	1.5	1.4	1.3	1.3	1.3	1.4	1.1	1.3
Quick Ratio **25**	0.7	•	0.9	0.9	0.6	0.7	0.7	0.7	0.8	0.8	0.9	0.8	0.7
Net Sales to Working Capital **26**	12.6	•	•	12.7	15.0	9.1	10.5	11.4	12.2	11.0	9.9	30.8	11.9
Coverage Ratio **27**	3.0	1.6	3.6	3.2	3.0	2.9	3.0	3.4	3.7	3.3	1.3	3.7	2.3
Total Asset Turnover **28**	2.4	•	9.3	3.3	3.0	2.4	2.2	2.0	2.2	2.1	1.7	2.0	1.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.5	•	•	2.5	4.6	2.8	3.7	3.4	2.8	3.1	3.4	5.0	3.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	77.7	•	•	71.0	82.1	73.6	78.5	77.4	73.8	75.8	77.3	83.2	75.3
Return on Assets **33**	5.5	•	21.0	8.5	7.2	5.4	4.8	4.3	4.6	4.8	2.0	4.7	6.2
Return on Equity **34**	13.2	•	•	18.5	23.5	11.5	11.8	11.2	10.9	10.6	•	14.4	8.6
Return Before Interest on Equity **35**	24.5	•	•	29.4	•	20.3	22.1	19.1	17.4	19.8	8.6	28.0	25.2
Profit Margin, Before Income Tax **36**	1.5	0.7	1.6	1.8	1.6	1.5	1.4	1.5	1.6	1.6	0.3	1.7	2.1
Profit Margin, After Income Tax **37**	1.2	0.5	1.6	1.6	1.4	1.3	1.1	1.3	1.3	1.3	•	1.2	1.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	85.6	85.1	84.4	84.6	84.3	85.4	84.6	84.0	85.5	85.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.9	1.6	1.3	1.0	0.8	1.8	2.0	2.7
Average Net Receivables ($) **41**	178	175	161	182	165	171	152	150	156	162
Average Inventories ($) **42**	162	160	150	149	147	137	115	102	113	126
Average Net Worth ($) **43**	125	134	133	147	145	131	128	135	125	139
Current Ratio (x1) **44**	1.1	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.4
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	1.4	1.5	1.7	2.1	1.7	1.4	1.3	1.9	2.1	3.0
Asset Turnover (x1) **47**	1.6	1.7	1.7	1.8	1.8	2.0	2.0	2.1	2.3	2.4
Total Liabilities/Net Worth (x1) **48**	5.5	4.8	4.7	4.5	4.2	4.5	4.2	3.5	3.8	3.5
Return on Assets (x1) **49**	4.3	4.8	5.2	6.0	5.3	4.3	3.7	3.9	4.3	5.5
Return on Equity (%) **50**	3.1	4.1	8.4	12.8	8.0	3.6	1.8	5.8	8.1	13.2

GENERAL BUILDING CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	93815	3470	44280	15153	10661	8767	9423	1313	536	•	37	29	•
Revenues ($ in Thousands)														
Net Sales	2	187462613	814601	14388865	10000968	13895761	16232918	50665998	21069826	19094704	•	5329948	10765959	•
Portfolio Income	3	817128	4584	17249	47124	23861	61022	189701	59068	71770	•	42574	64549	•
Other Revenues	4	1806821	43131	61559	41942	104273	73280	387530	229063	240730	•	88757	168794	•
Total Revenues	5	190086562	862316	14467673	10090034	14023895	16367220	51243229	21357957	19407204	•	5461279	10999302	•
Average Total Revenues	6	2026	249	327	666	1315	1867	5438	16267	36207	•	147602	379286	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	84.6	70.6	70.6	69.0	79.2	83.1	85.2	88.7	89.1	•	88.7	92.5	•
Salaries and Wages	8	3.0	3.9	5.0	5.0	3.6	1.9	2.4	2.1	2.4	•	3.1	2.0	•
Taxes Paid	9	1.3	1.8	2.3	1.8	1.8	1.7	1.2	1.0	1.0	•	0.9	0.6	•
Interest Paid	10	0.6	1.4	0.5	0.7	0.5	0.5	0.5	0.5	0.5	•	0.6	0.5	•
Depreciation, Depletion, Amortization	11	0.8	1.3	1.0	1.4	0.9	1.0	0.6	0.6	0.6	•	1.0	0.5	•
Pensions and Other Benefits	12	0.7	1.4	0.7	0.6	0.9	0.7	0.7	0.7	0.5	•	0.8	0.5	•
Other	13	4.7	15.2	10.3	12.3	6.4	4.7	4.7	2.9	3.0	•	3.5	2.7	•
Officers Compensation	14	2.5	2.7	4.8	4.9	3.3	3.4	2.7	1.9	1.7	•	1.1	0.7	•
Operating Margin	15	2.1	1.8	4.9	4.3	3.5	3.1	2.0	1.7	1.2	•	0.4	0.1	•
Oper. Margin Before Officers Compensation	16	4.5	4.5	9.7	9.1	6.7	6.5	4.7	3.6	3.0	•	1.5	0.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	209	•	3	28	62	161	528	2320	5210	•	22912	58446	•
Inventories	18	145	•	3	30	83	174	547	1413	2216	•	13504	20704	•
Net Property, Plant and Equipment	19	103	•	8	36	63	103	254	658	1681	•	10900	16161	•
Total Assets	20	738	•	29	165	361	699	2108	6942	14544	•	71353	156766	•

Notes and Loans Payable **21**	215	•	13	60	133	237	698	1673	3381	•	15104	34630	•
All Other Liabilities **22**	305	•	8	38	112	229	804	3396	6648	•	31235	93792	•
Net Worth **23**	218	•	9	67	115	234	606	1872	4515	•	25014	28343	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.6	2.2	1.5	1.7	1.5	1.3	1.4	•	1.6	1.2	•
Quick Ratio **25**	0.8	•	1.1	1.2	0.7	0.8	0.7	0.8	0.8	•	0.9	0.8	•
Net Sales to Working Capital **26**	12.5	•	•	11.2	16.0	8.9	10.1	12.6	12.3	•	7.7	22.5	•
Coverage Ratio **27**	7.1	6.6	11.5	8.9	9.5	8.4	6.9	7.0	7.0	•	5.3	5.5	•
Total Asset Turnover **28**	2.7	•	11.1	4.0	3.6	2.7	2.6	2.3	2.5	•	2.0	2.4	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	2.3	1.5	2.1	2.0	2.5	2.7	2.2	•	1.9	4.5	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.5	•	69.9	59.3	68.0	66.6	71.3	73.0	69.0	•	65.0	81.9	•
Return on Assets **33**	11.0	•	•	23.2	17.8	11.7	9.3	8.3	8.1	•	6.8	6.5	•
Return on Equity **34**	28.4	•	•	•	•	28.8	24.5	23.5	20.2	•	12.1	22.4	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	32.3	30.6	26.0	•	19.4	•	•
Profit Margin, Before Income Tax **36**	3.5	7.7	5.5	5.2	4.4	3.9	3.1	3.1	2.8	•	2.7	2.2	•
Profit Margin, After Income Tax **37**	3.1	7.4	5.4	5.0	4.1	3.6	2.8	2.8	2.6	•	2.1	1.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	84.5	83.7	83.3	84.1	83.6	85.0	84.4	82.2	84.6	84.6
Operating Margin (%) **39**	•	0.2	0.9	1.3	1.2	1.1	1.0	1.6	1.8	2.1
Oper. Margin Before Officers Comp. (%) **40**	2.6	3.0	3.8	4.1	4.0	3.7	3.8	4.3	4.3	4.5
Average Net Receivables ($) **41**	224	208	200	249	217	242	184	176	188	209
Average Inventories ($) **42**	166	190	178	188	162	146	120	112	130	145
Average Net Worth ($) **43**	204	213	224	256	262	228	206	199	201	218
Current Ratio (×1) **44**	1.1	1.4	1.3	1.4	1.4	1.4	1.4	1.4	1.4	1.4
Quick Ratio (×1) **45**	0.6	0.7	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	3.3	3.3	3.6	4.5	4.4	4.1	4.3	5.8	6.4	7.1
Asset Turnover (×1) **47**	1.9	1.9	1.9	2.1	2.1	2.3	2.4	2.4	2.5	2.7
Operating Leverage **48**	0.3	3.3	4.4	1.4	1.0	0.9	1.0	1.5	1.2	1.1
Financial Leverage **49**	0.9	1.0	1.1	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	0.3	3.3	4.9	1.5	1.0	0.9	1.0	1.7	1.2	1.1

OPERATIVE BUILDERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2578	•	1374	184	326	323	299	30	18	7	4	3	10
Revenues ($ in Thousands)														
Net Sales	2	14937895	•	290426	45358	157894	290226	1104780	99613	451064	239333	442820	307397	11508983
Portfolio Income	3	488046	•	266	•	5	1679	2782	16	187	2428	699	8135	471846
Other Revenues	4	261531	•	•	•	4669	4288	4609	756	1256	9275	7141	6184	223357
Total Revenues	5	15687472	•	290692	45358	162568	296193	1112171	100385	452507	251036	450660	321716	12204186
Average Total Revenues	6	6085	•	212	247	499	917	3720	3346	25139	35862	112665	107239	1220419
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.1	•	64.3	80.4	28.3	68.5	81.8	84.8	83.9	87.7	88.3	84.3	57.2
Salaries and Wages	8	5.4	•	3.4	•	9.3	12.3	3.0	3.5	3.2	1.4	2.7	1.9	5.9
Taxes Paid	9	1.0	•	3.1	0.6	2.1	4.9	1.4	0.8	1.2	0.6	0.6	2.3	0.8
Interest Paid	10	3.0	•	•	0.8	2.6	1.4	1.1	0.5	1.4	3.5	1.9	4.4	3.4
Depreciation, Depletion, Amortization	11	0.7	•	0.4	0.2	1.9	0.6	0.8	0.7	0.5	1.5	0.6	0.5	0.7
Pensions and Other Benefits	12	0.6	•	•	•	•	0.7	0.7	0.3	0.3	0.1	0.2	0.1	0.7
Other	13	28.0	•	16.6	3.9	57.3	13.6	3.5	4.8	3.4	13.3	4.0	14.1	33.5
Officers Compensation	14	1.1	•	5.3	3.3	1.5	2.8	5.1	5.5	2.9	1.7	0.9	0.9	0.5
Operating Margin	15	•	•	6.9	10.8	•	•	2.7	•	3.2	•	0.9	•	•
Oper. Margin Before Officers Compensation	16	•	•	12.2	14.1	•	•	7.8	4.7	6.1	•	1.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	392	•	1	•	•	35	460	205	4224	335	13093	7111	70181
Inventories	18	2011	•	1	•	56	168	819	2094	6127	15823	19835	74912	427912
Net Property, Plant and Equipment	19	284	•	2	1	103	81	129	670	1700	12067	17542	7605	40256
Total Assets	20	5322	•	14	183	360	650	2078	6224	15415	31796	68205	121571	1139386

Notes and Loans Payable **21**	2448	•	17	•	264	387	505	3605	11758	17261	29530	49432	521821
All Other Liabilities **22**	1313	•	4	151	15	35	712	1347	3187	5264	25831	28371	279955
Net Worth **23**	1561	•	-7	33	82	227	861	1273	470	9270	12844	43767	337610

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	1.0	1.2	1.7	3.2	2.1	4.1	2.6	1.9	1.4	4.5	1.8
Quick Ratio **25**	0.4	•	0.8	0.2	0.5	1.0	0.8	1.0	1.1	0.3	0.5	0.7	0.3
Net Sales to Working Capital **26**	3.5	•	•	8.4	5.0	3.5	4.2	0.8	3.3	3.9	9.0	1.5	3.5
Coverage Ratio **27**	2.0	•	•	13.9	1.0	•	4.1	1.0	3.6	•	2.5	0.1	2.0
Total Asset Turnover **28**	1.1	•	•	1.4	1.4	1.4	1.8	0.5	1.6	1.1	1.6	0.9	1.0
Inventory Turnover **29**	3.6	•	•	•	5.0	7.3	7.4	2.7	6.9	3.8	9.9	2.3	3.1
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	•	4.6	3.4	1.9	1.4	3.9	31.8	2.4	4.3	1.8	2.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.7	•	•	82.1	77.4	65.0	58.6	79.6	97.0	70.9	81.2	64.0	70.4
Return on Assets **33**	6.7	•	•	15.7	3.5	•	7.7	0.2	8.0	•	7.4	0.5	7.0
Return on Equity **34**	8.3	•	•	•	•	•	13.5	•	•	•	21.6	•	8.4
Return Before Interest on Equity **35**	22.7	•	•	•	15.3	•	18.5	1.1	•	•	•	1.4	23.7
Profit Margin, Before Income Tax **36**	3.1	•	7.0	10.8	•	•	3.3	•	3.5	•	2.7	•	3.5
Profit Margin, After Income Tax **37**	2.2	•	7.0	10.8	•	•	3.1	•	2.5	•	2.5	•	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	56.4	59.4	65.0	43.1	62.5	62.8	74.1	79.0	59.8	62.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	410	1019	430	527	717	360	390	634	377	392
Average Inventories ($) **42**	580	608	575	383	644	581	716	1200	1376	2011
Average Net Worth ($) **43**	388	443	584	379	596	487	455	736	1205	1561
Current Ratio (x1) **44**	1.8	1.5	2.3	1.3	1.5	1.5	1.2	1.1	1.1	1.9
Quick Ratio (x1) **45**	0.9	1.0	1.3	0.6	0.6	0.5	0.6	0.4	0.3	0.4
Coverage Ratio (x1) **46**	1.1	1.3	2.1	2.0	1.7	0.9	1.0	1.1	1.5	2.0
Asset Turnover (x1) **47**	0.3	0.3	0.8	0.9	0.7	0.7	0.5	0.6	0.8	1.1
Total Liabilities/Net Worth (x1) **48**	6.7	8.5	5.1	7.1	5.1	6.5	6.7	5.8	3.5	2.4
Return on Assets (x1) **49**	5.3	5.8	10.8	10.6	8.5	5.3	5.7	6.2	6.3	6.7
Return on Equity (%) **50**	•	7.1	27.6	36.7	17.6	•	•	1.9	6.2	8.3

OPERATIVE BUILDERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1598	•	898	184	195	93	185	11	14	•	4	•	•
Revenues ($ in Thousands)														
Net Sales	2	13491496	•	138021	45358	97480	208343	907936	71847	451064	•	442820	•	•
Portfolio Income	3	474733	•	•	•	5	1210	345	11	149	•	699	•	•
Other Revenues	4	224510	•	•	•	4076	308	2697	871	1255	•	7141	•	•
Total Revenues	5	14190739	•	138021	45358	101561	209861	910978	72729	452468	•	450660	•	•
Average Total Revenues	6	8880	•	154	247	521	2257	4924	6612	32319	•	112665	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	60.0	•	62.3	80.4	14.0	60.1	81.2	80.2	81.5	•	88.3	•	•
Salaries and Wages	8	5.4	•	6.3	•	•	15.6	2.5	3.6	3.2	•	2.7	•	•
Taxes Paid	9	0.9	•	2.4	0.6	0.2	5.5	1.0	1.0	1.2	•	0.6	•	•
Interest Paid	10	3.0	•	•	0.8	3.1	0.4	0.8	0.6	0.8	•	1.9	•	•
Depreciation, Depletion, Amortization	11	0.7	•	0.4	0.2	1.2	0.2	0.8	1.0	0.5	•	0.6	•	•
Pensions and Other Benefits	12	0.6	•	0.1	•	•	0.4	0.6	0.3	0.3	•	0.2	•	•
Other	13	29.6	•	8.9	3.9	82.9	14.1	3.7	5.4	3.3	•	4.0	•	•
Officers Compensation	14	1.0	•	4.0	3.3	•	2.9	4.3	7.6	2.9	•	0.9	•	•
Operating Margin	15	•	•	15.6	10.8	•	0.9	5.1	0.3	6.4	•	0.9	•	•
Oper. Margin Before Officers Compensation	16	•	•	19.6	14.1	•	3.8	9.4	7.9	9.3	•	1.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	562	•	2	•	•	99	515	44	3083	•	13093	•	•
Inventories	18	2668	•	1	•	47	215	751	5632	6939	•	19835	•	•
Net Property, Plant and Equipment	19	362	•	3	1	105	65	154	151	2185	•	17542	•	•
Total Assets	20	7542	•	17	183	387	735	2095	8029	15106	•	68205	•	•

Notes and Loans Payable **21**	3318	•	6	•	324	235	473	4440	5675	•	29530	•	•
All Other Liabilities **22**	1956	•	-0	151	25	89	689	2537	3877	•	25831	•	•
Net Worth **23**	2269	•	11	33	38	411	933	1052	5554	•	12844	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	•	1.2	1.6	2.1	1.8	3.1	2.1	•	1.4	•	•
Quick Ratio **25**	0.4	•	•	0.2	0.3	0.7	0.7	0.4	0.7	•	0.5	•	•
Net Sales to Working Capital **26**	3.6	•	14.6	8.4	5.0	7.5	6.8	1.2	5.0	•	9.0	•	•
Coverage Ratio **27**	2.4	•	•	13.9	1.9	5.0	7.9	3.4	9.4	•	2.5	•	•
Total Asset Turnover **28**	1.1	•	8.9	1.4	1.3	3.1	2.4	0.8	2.1	•	1.6	•	•
Inventory Turnover **29**	3.8	•	•	•	3.0	•	•	1.9	7.6	•	9.9	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	0.5	4.6	9.2	0.8	1.3	6.6	1.7	•	4.3	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.9	•	34.7	82.1	90.2	44.1	55.5	86.9	63.2	•	81.2	•	•
Return on Assets **33**	8.0	•	•	15.7	7.6	6.3	14.6	1.8	16.0	•	7.4	•	•
Return on Equity **34**	12.0	•	•	•	35.9	7.8	28.4	9.4	32.6	•	21.6	•	•
Return Before Interest on Equity **35**	26.5	•	•	•	•	11.2	32.8	13.4	•	•	•	•	•
Profit Margin, Before Income Tax **36**	4.2	•	15.6	10.8	2.8	1.7	5.5	1.5	6.7	•	2.7	•	•
Profit Margin, After Income Tax **37**	3.2	•	15.6	10.8	2.7	1.4	5.4	1.5	5.6	•	2.5	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.3	53.5	62.3	38.1	77.8	52.3	68.3	77.1	53.4	60.0
Operating Margin (%) **39**	•	•	•	1.9	3.0	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.8	3.3	5.1	•	2.6	•	•	•
Average Net Receivables ($) **41**	243	1767	754	410	235	309	122	973	541	562
Average Inventories ($) **42**	378	609	821	540	734	410	447	1595	1614	2668
Average Net Worth ($) **43**	442	783	1126	679	576	657	585	1142	1771	2269
Current Ratio (x1) **44**	1.2	1.6	2.8	1.6	1.8	1.7	2.0	1.0	1.0	1.9
Quick Ratio (x1) **45**	0.5	1.1	1.6	0.7	0.5	0.5	0.5	0.4	0.3	0.4
Coverage Ratio (x1) **46**	3.3	1.8	2.6	3.3	3.5	2.3	2.5	1.4	1.9	2.4
Asset Turnover (x1) **47**	0.2	0.3	0.9	1.2	1.1	0.9	0.8	0.5	0.7	1.1
Operating Leverage **48**	3.1	0.3	0.0	•	1.6	•	0.0	361.2	0.4	0.3
Financial Leverage **49**	1.7	0.6	1.5	1.3	1.0	0.8	1.1	0.5	1.5	1.2
Total Leverage **50**	5.2	0.2	0.0	•	1.6	•	0.0	165.5	0.6	0.3

HEAVY CONSTRUCTION CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	21028	686	5693	4048	2784	2920	3323	914	467	107	53	21	12
Revenues ($ in Thousands)														
Net Sales	2	86566609	457326	1503701	1984923	2235946	5089872	15083599	12707739	14139961	6618087	6036055	4891679	15817720
Portfolio Income	3	1379908	56035	35938	21733	37114	22271	91877	77662	102370	76583	68502	130978	658845
Other Revenues	4	1674565	57465	5442	5249	18419	25194	192690	86301	128447	75951	124513	97488	857407
Total Revenues	5	89621082	570826	1545081	2011905	2291479	5137337	15368166	12871702	14370778	6770621	6229070	5120145	17333972
Average Total Revenues	6	4262	832	271	497	823	1759	4625	14083	30773	63277	117530	243816	1444498
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.9	85.7	41.6	37.2	61.6	60.9	73.2	82.4	82.8	85.7	85.1	89.0	86.6
Salaries and Wages	8	4.2	5.2	14.1	12.4	6.0	7.5	4.1	2.5	2.9	2.9	2.5	2.3	5.5
Taxes Paid	9	1.9	3.2	4.6	3.9	3.4	3.7	2.4	2.0	2.1	1.5	1.4	1.1	0.7
Interest Paid	10	1.1	3.5	0.9	1.5	1.2	1.0	1.0	0.7	1.0	1.0	0.8	1.2	1.6
Depreciation, Depletion, Amortization	11	3.5	4.3	5.2	5.4	5.2	4.8	3.7	3.2	3.9	3.4	3.5	2.8	2.2
Pensions and Other Benefits	12	1.3	0.5	1.1	0.7	1.0	1.1	1.6	1.3	1.2	1.3	1.0	0.7	1.7
Other	13	7.8	14.4	26.3	26.4	16.8	13.7	10.1	3.8	3.7	2.9	3.7	5.3	9.6
Officers Compensation	14	2.3	2.0	7.4	10.5	6.1	4.2	3.3	2.2	1.7	1.2	1.3	0.6	0.7
Operating Margin	15	•	•	•	2.0	•	3.2	0.8	2.2	0.7	0.2	0.9	•	•
Oper. Margin Before Officers Compensation	16	1.3	•	6.2	12.5	4.9	7.4	4.0	4.3	2.4	1.4	2.1	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	721	•	4	37	83	166	666	2046	4600	10278	18993	35126	433089
Inventories	18	92	•	1	4	15	18	73	283	560	1262	4476	3167	51884
Net Property, Plant and Equipment	19	612	•	22	71	144	284	681	1854	5108	10592	18619	38924	161634
Total Assets	20	2642	•	45	173	342	700	2161	6885	15372	35549	68844	145804	1702605

Notes and Loans Payable **21**	555	•	29	83	134	219	593	1352	3690	9161	11409	34156	243062
All Other Liabilities **22**	906	•	7	40	87	149	660	2376	4915	10548	23506	41880	688388
Net Worth **23**	1181	•	9	50	120	331	907	3158	6767	15840	33929	69768	771154

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	1.1	1.3	1.8	1.6	1.6	1.5	1.6	1.7	1.6	1.4
Quick Ratio **25**	1.2	•	1.2	1.0	1.1	1.6	1.3	1.2	1.2	1.2	1.2	1.1	1.2
Net Sales to Working Capital **26**	8.8	•	•	•	22.1	9.9	9.5	8.8	10.3	8.3	7.0	8.3	6.2
Coverage Ratio **27**	3.4	2.8	2.7	3.3	2.1	5.4	3.7	5.9	3.4	3.6	6.0	2.5	1.9
Total Asset Turnover **28**	1.6	•	5.8	2.8	2.4	2.5	2.1	2.0	2.0	1.7	1.7	1.6	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	6.1
Total Liabilities to Net Worth **31**	1.2	•	4.1	2.5	1.8	1.1	1.4	1.2	1.3	1.3	1.0	1.1	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.3	•	80.2	71.1	64.8	52.7	58.0	54.1	56.0	55.5	50.7	52.2	54.7
Return on Assets **33**	5.7	•	14.7	13.6	5.7	12.7	7.6	8.3	6.5	6.0	7.9	4.8	2.3
Return on Equity **34**	6.9	•	•	31.2	3.9	19.7	10.9	12.2	8.2	7.1	10.6	2.9	1.0
Return Before Interest on Equity **35**	12.7	•	•	•	16.2	26.8	18.2	18.0	14.7	13.5	16.1	10.0	5.1
Profit Margin, Before Income Tax **36**	2.6	6.2	1.6	3.3	1.2	4.2	2.7	3.4	2.3	2.5	4.0	1.8	1.4
Profit Margin, After Income Tax **37**	2.0	6.0	1.6	3.2	0.6	3.8	2.2	2.8	1.8	1.8	3.2	0.9	0.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	79.8	78.8	77.9	78.2	79.8	79.1	77.8	79.2	79.2	78.9
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.3	1.0	0.8	0.8	0.1	•	0.5	1.3
Average Net Receivables ($) **41**	511	500	449	454	565	490	569	645	682	721
Average Inventories ($) **42**	103	105	85	81	94	83	81	103	100	92
Average Net Worth ($) **43**	1170	865	599	719	844	698	1047	1303	1436	1181
Current Ratio (×1) **44**	1.2	1.2	1.5	1.4	1.4	1.4	1.6	1.7	1.6	1.5
Quick Ratio (×1) **45**	0.8	0.9	1.1	1.1	1.0	1.1	1.2	1.3	1.3	1.2
Coverage Ratio (×1) **46**	1.7	2.2	3.2	3.4	2.6	2.5	2.9	2.4	2.5	3.4
Asset Turnover (×1) **47**	1.3	1.5	1.8	1.6	1.6	1.8	1.6	1.5	1.5	1.6
Total Liabilities/Net Worth (×1) **48**	1.2	1.6	1.7	1.6	1.7	1.6	1.2	1.2	1.1	1.2
Return on Assets (×1) **49**	4.9	6.2	7.7	9.0	6.3	6.1	7.9	4.8	4.2	5.7
Return on Equity (%) **50**	1.6	4.7	10.0	12.8	6.9	5.9	8.0	4.2	3.5	6.9

HEAVY CONSTRUCTION CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13595	209	2667	2875	1812	2221	2535	769	355	•	42	•	9
Revenues ($ in Thousands)														
Net Sales	2	66161613	329260	1115127	1633326	1479345	4159479	12335335	10871163	10500176	•	5023550	•	9668313
Portfolio Income	3	886356	53670	31674	15658	32239	12735	68884	62870	79318	•	56578	•	282952
Other Revenues	4	1495537	24622	4926	4405	9435	24335	172106	71699	110969	•	95061	•	818984
Total Revenues	5	68543506	407552	1151727	1653389	1521019	4196549	12576325	11005732	10690463	•	5175189	•	10770249
Average Total Revenues	6	5042	1950	432	575	839	1889	4961	14312	30114	•	123219	•	1196694
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.5	86.0	41.2	33.0	59.6	58.4	70.9	81.4	80.9	•	83.5	•	89.4
Salaries and Wages	8	3.9	1.4	16.5	12.0	4.7	8.3	4.1	2.4	3.1	•	2.5	•	3.5
Taxes Paid	9	1.9	2.0	4.7	3.7	2.9	3.3	2.4	2.0	2.1	•	1.4	•	0.5
Interest Paid	10	1.0	4.0	0.5	1.3	1.0	0.9	0.8	0.6	1.0	•	0.7	•	1.6
Depreciation, Depletion, Amortization	11	3.4	2.0	3.7	5.3	4.6	4.8	3.5	3.2	4.0	•	3.6	•	1.7
Pensions and Other Benefits	12	1.3	0.6	0.8	0.7	1.1	1.1	1.6	1.2	1.3	•	1.0	•	1.7
Other	13	7.4	6.4	23.7	26.3	16.2	13.6	10.5	3.5	3.5	•	3.7	•	8.5
Officers Compensation	14	2.4	2.3	5.4	9.6	6.1	4.3	3.4	2.2	1.7	•	1.3	•	0.8
Operating Margin	15	1.3	•	3.5	8.0	3.8	5.4	2.9	3.6	2.5	•	2.3	•	•
Oper. Margin Before Officers Compensation	16	3.6	•	8.8	17.6	10.0	9.7	6.3	5.8	4.2	•	3.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	775	•	2	38	71	169	686	2046	4606	•	18920	•	313010
Inventories	18	83	•	2	6	15	24	66	314	462	•	4965	•	5791
Net Property, Plant and Equipment	19	698	•	22	84	129	293	683	1855	5160	•	19440	•	100384
Total Assets	20	2862	•	45	177	335	716	2227	6870	15263	•	68173	•	1260740

Notes and Loans Payable **21**	567	•	30	70	117	194	516	1095	3364	•	11098	•	188404
All Other Liabilities **22**	874	•	3	41	89	129	625	2374	4552	•	22228	•	435003
Net Worth **23**	1421	•	12	66	129	393	1086	3401	7347	•	34848	•	637333

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	2.9	1.1	1.2	2.2	1.8	1.7	1.6	•	1.8	•	1.2
Quick Ratio **25**	1.3	•	2.4	1.0	1.0	1.9	1.5	1.2	1.3	•	1.2	•	1.1
Net Sales to Working Capital **26**	8.9	•	31.5	•	28.4	8.7	8.1	8.1	9.3	•	6.9	•	12.2
Coverage Ratio **27**	6.1	5.9	14.1	7.9	7.5	8.2	7.0	9.3	5.4	•	8.5	•	3.4
Total Asset Turnover **28**	1.7	•	9.3	3.2	2.4	2.6	2.2	2.1	1.9	•	1.8	•	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	6.9
Total Liabilities to Net Worth **31**	1.0	•	2.8	1.7	1.6	0.8	1.1	1.0	1.1	•	1.0	•	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.4	•	73.3	62.7	61.4	45.1	51.2	50.5	51.9	•	48.9	•	49.5
Return on Assets **33**	9.9	•	•	33.9	18.7	18.7	12.3	11.0	10.1	•	10.6	•	4.7
Return on Equity **34**	14.0	•	•	•	35.8	27.6	19.1	16.7	14.5	•	14.8	•	4.4
Return Before Interest on Equity **35**	20.0	•	•	•	•	34.1	25.2	22.1	20.9	•	20.6	•	9.3
Profit Margin, Before Income Tax **36**	4.9	19.3	6.7	9.3	6.7	6.3	4.8	4.8	4.2	•	5.3	•	3.9
Profit Margin, After Income Tax **37**	4.1	19.0	6.7	9.1	5.7	5.8	4.3	4.0	3.6	•	4.3	•	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	78.3	77.2	76.0	78.1	79.7	78.7	76.5	77.7	77.8	77.5
Operating Margin (%) **39**	•	0.8	1.2	0.7	0.6	0.9	•	•	0.4	1.3
Oper. Margin Before Officers Comp. (%) **40**	1.1	3.1	3.7	3.3	3.0	3.3	1.8	1.8	2.6	3.6
Average Net Receivables ($) **41**	601	590	548	541	721	575	709	849	722	775
Average Inventories ($) **42**	110	140	100	87	111	94	95	134	87	83
Average Net Worth ($) **43**	1801	1261	876	1019	1216	1006	1457	1978	1684	1421
Current Ratio (×1) **44**	1.2	1.2	1.6	1.6	1.5	1.7	1.7	1.8	1.6	1.6
Quick Ratio (×1) **45**	0.9	0.9	1.2	1.2	1.1	1.3	1.4	1.4	1.3	1.3
Coverage Ratio (×1) **46**	3.6	4.3	5.9	5.6	5.2	5.4	4.4	4.4	4.9	6.1
Asset Turnover (×1) **47**	1.2	1.4	1.9	1.6	1.6	1.8	1.5	1.5	1.5	1.7
Operating Leverage **48**	1.7	•	1.6	0.6	0.9	1.5	•	0.9	•	3.1
Financial Leverage **49**	1.0	1.1	1.2	1.1	0.9	1.0	0.9	1.1	1.0	1.1
Total Leverage **50**	1.6	•	1.9	0.7	0.8	1.5	•	1.0	•	3.4

PLUMBING, HEATING, AND AIR CONDITIONING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	43501	1058	22858	8778	4967	2932	2575	218	94	17	5	•	•
Revenues ($ in Thousands)														
Net Sales	2	51275762	389954	5749190	6649152	6243561	6101332	16411507	3690865	3666602	1126377	1247221	•	•
Portfolio Income	3	135941	959	5409	19411	17897	18330	27654	14738	4421	1086	26037	•	•
Other Revenues	4	250475	1572	8235	11352	35693	44260	73139	14105	11686	5988	44446	•	•
Total Revenues	5	51662178	392485	5762834	6679915	6297151	6163922	16512300	3719708	3682709	1133451	1317704	•	•
Average Total Revenues	6	1188	371	252	761	1268	2102	6413	17063	39178	66674	263541	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.7	73.7	55.9	61.9	65.4	69.1	77.9	81.1	85.5	85.0	76.8	•	•
Salaries and Wages	8	6.7	3.4	11.3	9.0	7.9	7.0	4.9	4.3	4.1	3.4	8.9	•	•
Taxes Paid	9	2.9	0.9	3.5	3.1	3.3	3.4	2.8	2.5	1.5	2.6	1.2	•	•
Interest Paid	10	0.6	1.0	0.4	0.7	0.6	0.6	0.5	0.5	0.3	0.7	2.3	•	•
Depreciation, Depletion, Amortization	11	1.3	0.6	1.8	1.7	1.8	1.5	1.0	0.8	0.7	1.0	2.8	•	•
Pensions and Other Benefits	12	1.6	•	0.9	1.6	1.3	2.1	1.8	2.4	1.4	1.3	1.3	•	•
Other	13	9.4	6.9	16.4	13.9	12.1	10.2	6.6	4.8	3.3	3.2	9.8	•	•
Officers Compensation	14	4.8	10.2	7.8	7.1	6.3	5.1	3.6	2.5	1.6	1.9	0.6	•	•
Operating Margin	15	1.1	3.4	2.0	1.2	1.4	1.1	0.8	1.3	1.6	0.9	•	•	•
Oper. Margin Before Officers Compensation	16	5.9	13.5	9.9	8.3	7.7	6.2	4.4	3.8	3.2	2.8	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	162	•	6	55	122	264	1158	3504	7862	15901	53445	•	•
Inventories	18	32	•	4	19	46	79	159	422	918	4125	4870	•	•
Net Property, Plant and Equipment	19	59	•	13	42	75	122	270	610	1225	2445	35706	•	•
Total Assets	20	366	•	35	171	351	703	2162	6704	15475	30741	160462	•	•

Notes and Loans Payable **21**	87	•	18	70	83	172	414	1355	1650	5345	49284	•	•
All Other Liabilities **22**	157	•	12	58	123	255	976	3285	9657	18184	49740	•	•
Net Worth **23**	121	•	5	42	145	276	772	2065	4168	7211	61438	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.4	1.7	1.8	1.7	1.6	1.5	1.4	1.5	1.4	•	•
Quick Ratio **25**	1.2	•	1.0	1.3	1.4	1.3	1.3	1.3	1.0	1.0	1.1	•	•
Net Sales to Working Capital **26**	11.8	•	48.4	15.4	12.0	10.9	9.7	9.1	9.8	8.0	11.7	•	•
Coverage Ratio **27**	4.3	5.0	6.9	3.5	5.0	4.8	3.7	5.2	7.5	3.2	1.9	•	•
Total Asset Turnover **28**	3.2	•	7.3	4.4	3.6	3.0	3.0	2.5	2.5	2.2	1.6	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	9.7	9.9	8.3	9.3	•	•
Total Liabilities to Net Worth **31**	2.0	•	6.7	3.1	1.4	1.6	1.8	2.3	2.7	3.3	1.6	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.9	•	87.0	75.3	58.8	60.8	64.3	69.2	73.1	76.6	61.7	•	•
Return on Assets **33**	7.7	•	19.2	10.0	10.2	8.0	5.5	6.3	6.0	4.8	6.8	•	•
Return on Equity **34**	15.3	•	•	25.8	16.8	14.1	8.8	14.0	15.6	10.6	7.6	•	•
Return Before Interest on Equity **35**	23.4	•	•	•	24.8	20.4	15.4	20.4	22.4	20.4	17.8	•	•
Profit Margin, Before Income Tax **36**	1.8	4.0	2.3	1.6	2.3	2.2	1.4	2.0	2.1	1.5	2.1	•	•
Profit Margin, After Income Tax **37**	1.6	3.9	2.2	1.4	1.9	1.9	1.1	1.7	1.7	1.2	1.9	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.2	73.6	72.8	73.5	73.4	72.2	71.6	70.2	72.0	71.7
Operating Margin (%) **39**	•	0.5	0.7	0.7	0.6	0.4	0.3	0.9	0.7	1.1
Oper. Margin Before Officers Comp. (%) **40**	4.9	5.4	5.9	5.9	5.5	5.6	5.6	6.1	5.6	5.9
Average Net Receivables ($) **41**	139	127	126	147	153	144	137	145	156	162
Average Inventories ($) **42**	59	51	48	44	45	39	37	40	35	32
Average Net Worth ($) **43**	84	76	91	105	111	104	109	126	120	121
Current Ratio (x1) **44**	1.4	1.3	1.4	1.4	1.5	1.5	1.6	1.6	1.6	1.6
Quick Ratio (x1) **45**	0.9	0.9	1.0	1.0	1.1	1.1	1.2	1.2	1.2	1.2
Coverage Ratio (x1) **46**	2.4	2.9	4.1	3.7	3.5	3.0	2.6	3.9	3.7	4.3
Asset Turnover (x1) **47**	2.6	2.7	2.8	3.0	3.1	3.1	3.1	3.0	3.1	3.2
Total Liabilities/Net Worth (x1) **48**	3.3	3.4	2.6	2.4	2.3	2.2	2.1	1.8	2.0	2.0
Return on Assets (x1) **49**	5.1	6.6	7.3	7.3	7.2	6.8	5.5	7.2	6.4	7.7
Return on Equity (%) **50**	7.6	12.5	14.4	13.7	13.2	11.6	8.1	12.5	11.8	15.3

PLUMBING, HEATING, AND AIR CONDITIONING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	30742	581	15089	6748	4034	2118	1914	158	80	14	5	•	•
Revenues ($ in Thousands)														
Net Sales	2	40082806	300645	4043683	5254895	5210036	4876318	12258237	2580719	3323108	987943	1247221	•	•
Portfolio Income	3	120551	959	4741	17068	16836	15026	20543	14165	4093	1086	26037	•	•
Other Revenues	4	203825	1879	7436	8396	31609	23420	60170	11617	9707	5143	44446	•	•
Total Revenues	5	40407182	303483	4055860	5280359	5258481	4914764	12338950	2606501	3336908	994172	1317704	•	•
Average Total Revenues	6	1314	522	269	783	1304	2320	6447	16497	41711	71012	263541	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.1	70.6	54.2	60.0	64.5	67.9	75.5	77.8	84.6	85.5	76.8	•	•
Salaries and Wages	8	6.9	2.3	11.1	10.0	7.7	6.6	5.2	4.8	4.2	3.4	8.9	•	•
Taxes Paid	9	2.8	0.5	3.5	2.9	3.3	3.5	2.8	2.5	1.4	0.9	1.2	•	•
Interest Paid	10	0.5	0.7	0.3	0.6	0.5	0.4	0.4	0.5	0.3	0.6	2.3	•	•
Depreciation, Depletion, Amortization	11	1.4	0.6	1.8	1.7	1.8	1.4	1.1	0.9	0.7	1.0	2.8	•	•
Pensions and Other Benefits	12	1.7	•	0.9	1.5	1.2	2.2	2.0	2.8	1.1	1.4	1.3	•	•
Other	13	9.3	0.4	15.8	13.9	12.2	9.6	6.9	5.4	3.4	3.8	9.8	•	•
Officers Compensation	14	4.7	12.7	7.8	6.6	6.1	5.2	3.9	2.8	1.7	1.9	0.6	•	•
Operating Margin	15	2.7	12.2	4.9	3.0	2.7	3.2	2.2	2.6	2.7	1.5	•	•	•
Oper. Margin Before Officers Compensation	16	7.5	24.9	12.6	9.5	8.9	8.5	6.1	5.4	4.4	3.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	171	•	5	50	117	278	1098	3357	8001	16927	53445	•	•
Inventories	18	34	•	4	18	46	63	177	304	1049	4916	4870	•	•
Net Property, Plant and Equipment	19	65	•	12	45	70	121	290	600	1310	2548	35706	•	•
Total Assets	20	396	•	37	170	348	703	2136	6627	15395	30348	160462	•	•

Notes and Loans Payable **21**	79	•	15	59	79	120	307	1132	1576	5045	49284	•	•
All Other Liabilities **22**	164	•	11	55	115	239	940	3318	9049	17032	49740	•	•
Net Worth **23**	154	•	10	56	153	344	889	2178	4770	8271	61438	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.7	1.9	1.8	1.8	1.7	1.6	1.4	1.7	1.4	•	•
Quick Ratio **25**	1.3	•	1.3	1.5	1.4	1.5	1.4	1.3	1.1	1.2	1.1	•	•
Net Sales to Working Capital **26**	11.3	•	31.5	14.1	12.3	11.0	9.5	8.1	10.6	7.0	11.7	•	•
Coverage Ratio **27**	8.2	•	•	7.4	7.9	11.4	7.9	8.7	11.9	4.4	1.9	•	•
Total Asset Turnover **28**	3.3	•	7.3	4.6	3.7	3.3	3.0	2.5	2.7	2.3	1.6	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	9.7	•	8.3	9.3	•	•
Total Liabilities to Net Worth **31**	1.6	•	2.6	2.0	1.3	1.1	1.4	2.1	2.2	2.7	1.6	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.2	•	72.2	66.9	55.9	51.1	58.4	67.1	69.0	72.8	61.7	•	•
Return on Assets **33**	13.2	•	39.9	18.5	15.6	14.5	9.8	9.8	9.4	6.3	6.8	•	•
Return on Equity **34**	27.0	•	•	•	27.3	24.7	17.9	23.5	23.9	14.3	7.6	•	•
Return Before Interest on Equity **35**	34.0	•	•	•	•	29.5	23.6	29.9	30.2	23.2	17.8	•	•
Profit Margin, Before Income Tax **36**	3.5	13.2	5.2	3.5	3.7	4.0	2.9	3.5	3.2	2.1	2.1	•	•
Profit Margin, After Income Tax **37**	3.2	13.1	5.1	3.3	3.3	3.7	2.5	3.1	2.8	1.7	1.9	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.7	72.3	71.8	74.1	73.8	72.4	71.5	71.0	70.6	70.1
Operating Margin (%) **39**	2.3	2.5	2.7	2.7	2.8	2.7	2.8	2.8	2.3	2.7
Oper. Margin Before Officers Comp. (%) **40**	7.5	7.6	7.9	7.1	7.3	7.5	7.5	7.6	6.9	7.5
Average Net Receivables ($) **41**	141	139	139	192	217	193	155	183	175	171
Average Inventories ($) **42**	53	53	54	52	52	46	43	47	37	34
Average Net Worth ($) **43**	108	110	118	156	186	166	144	175	160	154
Current Ratio (×1) **44**	1.5	1.5	1.6	1.6	1.7	1.6	1.7	1.8	1.8	1.7
Quick Ratio (×1) **45**	1.0	1.0	1.1	1.1	1.3	1.2	1.3	1.4	1.4	1.3
Coverage Ratio (×1) **46**	6.6	6.3	8.5	8.3	8.5	7.6	7.2	7.9	7.2	8.2
Asset Turnover (×1) **47**	2.8	3.0	3.0	3.1	3.2	3.2	3.1	3.0	3.1	3.3
Operating Leverage **48**	1.0	1.1	1.1	1.0	1.1	1.0	1.0	1.0	0.8	1.2
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	1.0	1.1	1.2	1.0	1.1	1.0	1.0	1.0	0.8	1.2

ELECTRICAL WORK

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	34667	1626	21173	4081	2919	2554	1974	214	101	19	3	3	•
Revenues ($ in Thousands)														
Net Sales	2	38191803	165908	5182446	2728066	3216401	5400530	10897791	3652616	3263450	1299460	515506	1869630	•
Portfolio Income	3	106394	4385	5888	4774	9536	9895	28028	6524	23104	3962	1516	8781	•
Other Revenues	4	182317	955	8363	4000	20643	17770	61810	14284	35595	11576	875	6447	•
Total Revenues	5	38480514	171248	5196697	2736840	3246580	5428195	10987629	3673424	3322149	1314998	517897	1884858	•
Average Total Revenues	6	1110	105	245	671	1112	2125	5566	17166	32893	69210	172632	628286	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.4	88.4	55.9	61.4	69.5	71.8	75.9	79.7	82.3	77.4	84.2	81.1	•
Salaries and Wages	8	6.4	2.2	9.7	12.9	5.0	5.8	5.5	5.0	4.6	4.8	3.9	6.4	•
Taxes Paid	9	3.2	2.7	4.2	3.3	3.9	3.4	3.2	2.5	2.2	2.7	1.1	2.7	•
Interest Paid	10	0.6	1.7	0.5	0.5	0.7	0.6	0.7	0.5	0.6	0.8	0.3	1.2	•
Depreciation, Depletion, Amortization	11	1.4	2.1	1.6	1.6	1.3	1.4	1.2	1.0	1.7	1.8	0.6	2.6	•
Pensions and Other Benefits	12	2.0	1.3	1.2	1.0	1.2	1.5	2.9	2.2	1.0	5.5	0.3	1.9	•
Other	13	8.4	9.3	15.1	12.6	8.4	9.8	6.0	3.7	5.1	3.5	3.2	12.8	•
Officers Compensation	14	5.0	3.8	10.1	5.5	6.9	5.2	4.3	3.8	1.7	1.8	0.8	1.7	•
Operating Margin	15	0.6	•	1.8	1.3	3.1	0.6	0.5	1.7	0.9	1.7	5.6	•	•
Oper. Margin Before Officers Compensation	16	5.6	•	11.9	6.8	10.0	5.8	4.7	5.5	2.6	3.5	6.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	171	•	6	57	124	300	1059	3225	6953	15130	42414	182953	•
Inventories	18	31	•	3	16	32	58	196	333	952	6094	197	11071	•
Net Property, Plant and Equipment	19	57	•	9	28	58	137	249	677	2034	6151	6212	51764	•
Total Assets	20	378	•	28	158	345	720	2111	6632	14007	35867	62293	376895	•

Notes and Loans Payable **21**	80	•	14	61	82	144	423	940	2445	5701	4212	64576	•
All Other Liabilities **22**	173	•	8	37	111	251	974	3028	6440	14215	28069	380210	•
Net Worth **23**	125	•	6	61	151	325	714	2665	5122	15951	30013	-67892	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.5	2.3	1.8	1.8	1.5	1.6	1.6	2.0	1.9	1.4	•
Quick Ratio **25**	1.2	•	1.2	1.9	1.4	1.5	1.1	1.1	1.2	1.4	1.6	1.0	•
Net Sales to Working Capital **26**	10.0	•	40.8	10.3	10.4	8.8	9.6	8.9	8.2	5.0	6.8	8.1	•
Coverage Ratio **27**	3.2	•	5.2	4.3	7.3	2.9	3.0	5.7	5.4	4.4	•	•	•
Total Asset Turnover **28**	2.9	•	8.7	4.2	3.2	2.9	2.6	2.6	2.3	1.9	2.8	1.7	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.3	9.1	8.1	6.8	•
Total Liabilities to Net Worth **31**	2.0	•	3.7	1.6	1.3	1.2	2.0	1.5	1.7	1.3	1.1	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.9	•	78.5	61.7	56.1	54.9	66.2	59.8	63.4	55.5	51.8	•	•
Return on Assets **33**	5.8	•	22.0	9.0	15.0	4.8	5.0	6.8	7.6	6.9	17.2	•	•
Return on Equity **34**	8.9	•	•	15.7	27.5	4.9	7.4	9.5	12.8	8.5	28.2	•	•
Return Before Interest on Equity **35**	17.5	•	•	23.4	34.2	10.6	14.9	17.0	20.8	15.4	•	•	•
Profit Margin, Before Income Tax **36**	1.4	•	2.1	1.6	4.1	1.1	1.3	2.2	2.7	2.8	6.0	•	•
Profit Margin, After Income Tax **37**	1.0	•	2.0	1.4	3.8	0.8	1.0	1.5	2.0	2.0	4.9	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.7	74.1	73.2	73.6	73.7	73.1	73.7	74.5	72.1	72.4
Operating Margin (%) **39**	•	•	0.8	0.4	0.5	•	0.3	•	0.2	0.6
Oper. Margin Before Officers Comp. (%) **40**	4.6	4.5	5.9	5.6	5.7	5.1	5.4	3.3	4.8	5.6
Average Net Receivables ($) **41**	159	146	153	151	194	169	161	165	158	171
Average Inventories ($) **42**	47	36	36	38	46	39	43	42	33	31
Average Net Worth ($) **43**	120	119	129	132	156	131	127	123	121	125
Current Ratio (x1) **44**	1.5	1.6	1.6	1.6	1.6	1.6	1.6	1.4	1.5	1.6
Quick Ratio (x1) **45**	1.1	1.2	1.2	1.2	1.2	1.2	1.2	1.1	1.2	1.2
Coverage Ratio (x1) **46**	2.0	1.8	3.7	3.2	2.6	2.7	2.5	1.4	2.2	3.2
Asset Turnover (x1) **47**	2.4	2.7	2.7	2.8	2.5	2.8	2.6	2.8	3.1	2.9
Total Liabilities/Net Worth (x1) **48**	2.4	2.0	1.9	1.8	1.9	2.1	2.1	2.2	1.9	2.0
Return on Assets (x1) **49**	5.1	5.4	8.7	8.0	7.4	7.9	5.9	3.3	5.0	5.8
Return on Equity (%) **50**	4.1	3.1	14.5	11.5	10.2	11.8	8.3	0.8	5.3	8.9

ELECTRICAL WORK

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	22316	518	13241	2664	2462	1761	1386	175	88	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	29308507	142166	3810423	2060073	2948614	3861801	7981612	3339834	2986990	•	•	•	•
Portfolio Income	3	74254	3010	5805	3833	7515	5913	14492	5404	21604	•	•	•	•
Other Revenues	4	153383	798	8183	2602	17977	16125	47844	10392	34348	•	•	•	•
Total Revenues	5	29536144	145974	3824411	2066508	2974106	3883839	8043948	3355630	3042942	•	•	•	•
Average Total Revenues	6	1324	282	289	776	1208	2205	5804	19175	34579	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.4	72.3	57.9	58.8	69.3	68.4	74.1	79.8	82.0	•	•	•	•
Salaries and Wages	8	6.4	2.5	8.4	14.0	5.0	5.9	5.6	5.1	4.4	•	•	•	•
Taxes Paid	9	3.1	2.9	3.9	3.5	3.8	3.2	3.3	2.3	2.3	•	•	•	•
Interest Paid	10	0.5	0.5	0.3	0.5	0.6	0.5	0.6	0.3	0.6	•	•	•	•
Depreciation, Depletion, Amortization	11	1.4	2.4	1.5	1.3	1.4	1.4	1.1	0.6	1.7	•	•	•	•
Pensions and Other Benefits	12	2.1	1.5	0.9	0.9	1.1	1.8	3.4	1.9	0.9	•	•	•	•
Other	13	7.3	6.6	13.7	10.7	8.2	9.5	5.9	3.3	4.8	•	•	•	•
Officers Compensation	14	4.6	3.7	8.3	5.9	6.7	5.5	3.5	3.9	1.7	•	•	•	•
Operating Margin	15	3.4	7.7	5.0	4.4	4.0	4.1	2.5	2.8	1.9	•	•	•	•
Oper. Margin Before Officers Compensation	16	8.0	11.4	13.3	10.3	10.7	9.5	6.0	6.7	3.6	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	198	•	6	64	135	317	1090	3576	7344	•	•	•	•
Inventories	18	33	•	3	12	34	60	222	197	574	•	•	•	•
Net Property, Plant and Equipment	19	63	•	10	24	52	123	248	440	2027	•	•	•	•
Total Assets	20	423	•	31	164	352	726	2137	6539	14120	•	•	•	•

Notes and Loans Payable **21**	74	•	12	50	80	109	366	623	2411	•	•	•	•
All Other Liabilities **22**	171	•	7	34	117	258	970	3138	6229	•	•	•	•
Net Worth **23**	179	•	13	80	154	359	801	2777	5479	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.8	3.2	1.9	1.9	1.6	1.7	1.6	•	•	•	•
Quick Ratio **25**	1.3	•	1.5	2.8	1.5	1.6	1.2	1.3	1.2	•	•	•	•
Net Sales to Working Capital **26**	9.3	•	35.2	9.1	9.9	8.1	8.6	8.3	8.1	•	•	•	•
Coverage Ratio **27**	9.5	•	•	11.5	9.1	10.7	6.8	10.9	7.8	•	•	•	•
Total Asset Turnover **28**	3.1	•	9.2	4.7	3.4	3.0	2.7	2.9	2.4	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.3	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	1.4	1.1	1.3	1.0	1.7	1.4	1.6	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.7	•	58.8	51.4	56.1	50.6	62.5	57.5	61.2	•	•	•	•
Return on Assets **33**	14.3	•	•	24.3	18.4	15.3	10.4	10.4	10.3	•	•	•	•
Return on Equity **34**	26.9	•	•	•	35.1	25.6	20.7	16.9	18.8	•	•	•	•
Return Before Interest on Equity **35**	33.8	•	•	•	•	31.1	27.8	24.5	26.6	•	•	•	•
Profit Margin, Before Income Tax **36**	4.1	10.4	5.3	4.7	4.8	4.6	3.3	3.3	3.8	•	•	•	•
Profit Margin, After Income Tax **37**	3.7	9.5	5.2	4.4	4.5	4.2	2.9	2.5	3.0	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.8	73.0	71.3	72.7	71.6	72.8	71.8	72.1	70.3	71.4
Operating Margin (%) **39**	2.6	2.1	2.8	3.0	3.0	2.3	3.2	2.7	3.0	3.4
Oper. Margin Before Officers Comp. (%) **40**	8.0	7.0	8.1	8.3	8.3	6.9	8.3	7.1	7.9	8.0
Average Net Receivables ($) **41**	159	190	182	197	252	250	162	177	175	198
Average Inventories ($) **42**	54	50	45	45	61	57	40	38	37	33
Average Net Worth ($) **43**	140	187	155	193	214	218	180	180	181	179
Current Ratio (×1) **44**	1.6	1.7	1.7	1.8	1.7	1.7	1.8	1.8	1.9	1.7
Quick Ratio (×1) **45**	1.2	1.3	1.3	1.4	1.3	1.3	1.4	1.4	1.5	1.3
Coverage Ratio (×1) **46**	6.5	4.6	6.7	9.1	5.4	5.2	8.1	8.0	7.9	9.5
Asset Turnover (×1) **47**	2.7	2.6	2.9	3.0	2.6	2.9	2.9	2.9	3.0	3.1
Operating Leverage **48**	1.1	0.8	1.4	1.1	1.0	0.8	1.4	0.8	1.1	1.1
Financial Leverage **49**	1.0	0.9	1.2	1.1	0.9	1.0	1.1	1.0	1.0	1.0
Total Leverage **50**	1.1	0.7	1.6	1.1	1.0	0.8	1.6	0.8	1.1	1.2

OTHER SPECIAL TRADE CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	167263	8485	98182	27791	13141	10278	8367	667	268	51	27	7	•
Revenues ($ in Thousands)														
Net Sales	2	149465876	1583329	24742113	20811172	15383622	21580202	39825481	9946548	7128563	3095788	3597578	1771480	•
Portfolio Income	3	523491	25418	40334	49137	68367	57039	156661	29251	42172	15307	30578	9227	•
Other Revenues	4	973073	18778	113956	59805	76153	117197	348031	114994	44466	42814	27264	9614	•
Total Revenues	5	150962440	1627525	24896403	20920114	15528142	21754438	40330173	10090793	7215201	3153909	3655420	1790321	•
Average Total Revenues	6	903	192	254	753	1182	2117	4820	15129	26922	61841	135386	255760	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.6	66.6	55.6	60.9	61.5	69.0	73.1	79.6	78.7	82.5	76.2	71.1	•
Salaries and Wages	8	6.7	8.1	9.2	7.6	7.5	5.9	5.6	4.8	4.3	5.3	6.9	9.9	•
Taxes Paid	9	3.2	5.0	3.6	4.6	3.6	3.2	2.8	2.3	2.4	2.0	1.7	2.6	•
Interest Paid	10	0.7	0.2	0.5	0.7	0.8	0.7	0.8	0.9	0.9	0.9	0.9	1.2	•
Depreciation, Depletion, Amortization	11	2.2	0.8	1.8	2.2	2.6	2.3	2.3	2.0	2.2	2.4	2.4	1.8	•
Pensions and Other Benefits	12	1.6	3.8	1.2	1.3	1.6	1.5	1.8	2.3	2.0	1.0	1.9	2.3	•
Other	13	11.6	10.6	18.7	14.3	15.1	10.8	8.5	5.2	5.3	5.4	8.7	9.0	•
Officers Compensation	14	4.9	7.0	7.6	6.5	5.6	5.2	3.8	2.6	2.2	0.9	1.2	1.0	•
Operating Margin	15	1.5	•	1.8	2.1	1.8	1.5	1.5	0.4	2.0	•	0.3	1.1	•
Oper. Margin Before Officers Compensation	16	6.4	4.8	9.5	8.6	7.4	6.7	5.3	3.0	4.2	0.5	1.4	2.1	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	101	•	4	35	96	261	774	2844	5417	13215	24832	58686	•
Inventories	18	21	•	2	8	22	50	145	485	1159	1407	6067	30949	•
Net Property, Plant and Equipment	19	74	•	12	57	112	175	432	1307	2980	6387	16391	29243	•
Total Assets	20	290	•	30	162	351	678	1946	6561	14428	34231	68821	191335	•

Notes and Loans Payable **21**	89	•	20	68	119	213	483	1672	3015	8314	13875	65775	•
All Other Liabilities **22**	100	•	9	41	93	236	708	2617	5985	12212	24318	68646	•
Net Worth **23**	102	•	1	53	139	229	754	2273	5428	13706	30629	56914	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.1	1.4	1.8	1.6	1.6	1.5	1.5	1.5	1.5	1.6	•
Quick Ratio **25**	1.2	•	0.9	1.1	1.4	1.3	1.2	1.1	1.1	1.1	1.1	0.8	•
Net Sales to Working Capital **26**	13.7	•	•	35.2	13.3	12.6	9.2	9.8	7.8	8.9	9.2	5.4	•
Coverage Ratio **27**	4.4	3.9	5.5	5.0	4.5	4.3	4.5	3.1	4.6	2.6	3.2	2.8	•
Total Asset Turnover **28**	3.1	•	8.4	4.6	3.3	3.1	2.5	2.3	1.9	1.8	1.9	1.3	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.8	9.2	•	8.6	•
Total Liabilities to Net Worth **31**	1.9	•	21.6	2.1	1.5	2.0	1.6	1.9	1.7	1.5	1.3	2.4	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.0	•	95.6	67.1	60.3	66.2	61.2	65.4	62.4	60.0	55.5	70.3	•
Return on Assets **33**	9.9	•	25.0	15.0	11.7	9.2	8.6	6.2	7.5	4.2	5.3	4.5	•
Return on Equity **34**	19.2	•	•	34.2	20.3	19.2	14.7	9.2	12.4	4.1	5.3	6.0	•
Return Before Interest on Equity **35**	28.3	•	•	•	29.4	27.4	22.2	18.0	19.9	10.4	11.9	14.9	•
Profit Margin, Before Income Tax **36**	2.5	0.7	2.5	2.6	2.7	2.3	2.7	1.9	3.2	1.4	1.9	2.2	•
Profit Margin, After Income Tax **37**	2.2	0.6	2.4	2.4	2.4	2.1	2.3	1.4	2.5	0.9	1.2	1.4	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.2	69.9	69.5	69.1	69.4	69.4	69.1	67.3	67.7	67.6
Operating Margin (%) **39**	0.2	0.4	0.9	1.1	0.6	0.7	•	•	1.0	1.5
Oper. Margin Before Officers Comp. (%) **40**	4.9	5.3	6.0	6.5	5.9	6.0	5.3	5.1	6.1	6.4
Average Net Receivables ($) **41**	100	96	99	101	105	104	98	96	101	101
Average Inventories ($) **42**	32	27	30	28	27	23	22	20	22	21
Average Net Worth ($) **43**	92	87	93	101	104	106	108	99	101	102
Current Ratio (x1) **44**	1.4	1.4	1.5	1.5	1.5	1.5	1.5	1.5	1.6	1.5
Quick Ratio (x1) **45**	1.0	1.0	1.1	1.1	1.1	1.1	1.2	1.2	1.2	1.2
Coverage Ratio (x1) **46**	2.5	2.8	3.5	3.6	3.0	3.1	2.3	2.3	3.8	4.4
Asset Turnover (x1) **47**	2.7	2.8	2.9	2.9	3.0	3.0	2.9	2.9	3.0	3.1
Total Liabilities/Net Worth (x1) **48**	2.2	2.3	2.1	1.9	1.9	1.8	1.7	1.8	1.8	1.9
Return on Assets (x1) **49**	7.3	8.2	8.9	9.7	8.8	8.8	6.3	5.6	7.9	9.9
Return on Equity (%) **50**	8.6	11.6	14.4	16.5	12.9	13.4	7.3	6.6	14.3	19.2

OTHER SPECIAL TRADE CONTRACTORS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	104548	3501	56031	20514	9790	7412	6537	488	216	32	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	114165469	584013	17022987	15779493	11689670	16108803	32725134	7622088	6224917	2075409	•	•	•
Portfolio Income	3	354274	40	20220	41076	53910	47415	102483	23387	30988	9305	•	•	•
Other Revenues	4	718215	15839	97941	41317	44089	64363	297203	62231	40061	22407	•	•	•
Total Revenues	5	115237958	599892	17141148	15861886	11787669	16220581	33124820	7707706	6295966	2107121	•	•	•
Average Total Revenues	6	1102	171	306	773	1204	2188	5067	15794	29148	65848	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.6	50.4	54.2	58.5	59.6	67.3	72.5	77.9	77.2	81.6	•	•	•
Salaries and Wages	8	6.3	16.0	8.0	7.8	7.2	5.8	5.4	4.4	4.3	4.9	•	•	•
Taxes Paid	9	3.1	3.0	3.3	4.8	3.6	3.1	2.7	2.1	2.5	2.2	•	•	•
Interest Paid	10	0.6	0.2	0.5	0.6	0.7	0.6	0.7	0.7	0.8	0.6	•	•	•
Depreciation, Depletion, Amortization	11	2.2	1.0	1.6	2.2	2.6	2.4	2.3	1.7	2.2	2.8	•	•	•
Pensions and Other Benefits	12	1.6	0.6	1.1	1.1	1.7	1.5	1.8	2.6	2.1	1.1	•	•	•
Other	13	10.9	15.3	18.1	14.4	14.7	10.5	7.8	4.8	5.1	2.3	•	•	•
Officers Compensation	14	4.8	6.0	7.6	6.2	5.7	5.2	3.9	2.8	2.2	0.9	•	•	•
Operating Margin	15	3.9	7.6	5.7	4.4	4.2	3.7	3.1	3.1	3.5	3.7	•	•	•
Oper. Margin Before Officers Compensation	16	8.7	13.6	13.4	10.6	10.0	8.9	7.0	6.0	5.7	4.7	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	122	•	4	34	93	244	788	3009	5713	12894	•	•	•
Inventories	18	23	•	2	8	22	45	134	351	955	1739	•	•	•
Net Property, Plant and Equipment	19	87	•	13	55	110	181	439	1083	3167	6272	•	•	•
Total Assets	20	345	•	33	163	352	674	1915	6428	14107	34826	•	•	•

Notes and Loans Payable **21**	90	•	17	61	91	198	424	1177	3073	5559	•	•	•
All Other Liabilities **22**	109	•	6	35	85	202	661	2522	5393	12425	•	•	•
Net Worth **23**	145	•	10	68	175	274	830	2728	5641	16841	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.5	1.7	2.1	1.8	1.7	1.6	1.6	1.6	•	•	•
Quick Ratio **25**	1.3	•	1.3	1.4	1.7	1.4	1.3	1.3	1.2	1.2	•	•	•
Net Sales to Working Capital **26**	11.9	•	•	22.4	11.3	11.1	9.1	8.3	8.2	8.4	•	•	•
Coverage Ratio **27**	8.6	•	•	9.3	8.7	8.2	7.3	7.6	6.5	9.7	•	•	•
Total Asset Turnover **28**	3.2	•	9.2	4.7	3.4	3.2	2.6	2.4	2.1	1.9	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	2.4	1.4	1.0	1.5	1.3	1.4	1.5	1.1	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.9	•	70.5	58.4	50.2	59.4	56.7	57.6	60.0	51.7	•	•	•
Return on Assets **33**	17.3	•	•	25.8	19.4	16.0	13.1	11.9	11.1	10.6	•	•	•
Return on Equity **34**	33.3	•	•	•	32.0	32.5	23.2	21.1	19.9	16.8	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	30.1	28.0	27.8	21.9	•	•	•
Profit Margin, Before Income Tax **36**	4.8	10.3	6.4	4.9	5.1	4.4	4.3	4.3	4.6	5.1	•	•	•
Profit Margin, After Income Tax **37**	4.4	10.0	6.3	4.7	4.7	4.1	3.8	3.7	3.9	4.4	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.8	68.8	68.5	68.2	68.4	69.1	67.9	66.5	66.4	66.6
Operating Margin (%) **39**	3.2	3.0	3.4	3.6	3.5	3.6	3.5	3.4	3.7	3.9
Oper. Margin Before Officers Comp. (%) **40**	8.0	8.0	8.5	8.8	8.7	8.4	8.6	8.6	8.6	8.7
Average Net Receivables ($) **41**	120	124	123	116	124	137	112	122	116	122
Average Inventories ($) **42**	36	36	36	30	31	28	23	24	27	23
Average Net Worth ($) **43**	133	136	134	139	148	162	150	154	135	145
Current Ratio (×1) **44**	1.6	1.6	1.6	1.7	1.7	1.7	1.7	1.8	1.7	1.7
Quick Ratio (×1) **45**	1.2	1.1	1.2	1.2	1.3	1.3	1.3	1.4	1.3	1.3
Coverage Ratio (×1) **46**	6.0	6.1	7.4	7.4	7.0	7.1	6.9	7.7	8.0	8.6
Asset Turnover (×1) **47**	2.8	2.8	3.0	3.0	3.0	3.0	3.0	3.0	3.1	3.2
Operating Leverage **48**	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.1	1.1
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	1.0	1.0	1.2	1.1	1.0	1.1	1.0	1.0	1.1	1.1

MEAT PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2174	19	220	440	180	509	557	68	89	43	25	13	12
Revenues ($ in Thousands)														
Net Sales	2	69503989	486733	161659	507767	468631	977626	6005423	2444408	7188465	6381841	5788004	6584439	32508993
Portfolio Income	3	228453	671	41	1176	560	1298	6440	6421	11258	12274	12275	12684	163356
Other Revenues	4	560902	-1590	•	-8096	111	2199	34362	5061	28475	32472	35543	63639	368725
Total Revenues	5	70293344	485814	161700	500847	469302	981123	6046225	2455890	7228198	6426587	5835822	6660762	33041074
Average Total Revenues	6	32334	25569	735	1138	2607	1928	10855	36116	81216	149456	233433	512366	2753423
Operating Costs/Operating Income (%)														
Cost of Operations	7	85.4	92.0	47.1	47.4	91.6	68.8	81.5	79.6	87.8	88.6	86.3	84.4	86.5
Salaries and Wages	8	2.7	0.6	14.8	33.7	2.2	5.6	5.3	5.9	2.7	2.0	2.5	2.8	1.5
Taxes Paid	9	1.1	0.3	2.6	1.2	0.3	2.3	1.3	1.2	0.9	0.8	0.9	0.9	1.2
Interest Paid	10	0.9	0.2	0.2	0.1	0.3	1.0	0.8	0.5	0.4	0.6	0.7	0.6	1.3
Depreciation, Depletion, Amortization	11	1.2	2.1	0.6	1.0	1.1	2.3	1.1	1.4	0.9	1.1	1.5	2.2	1.1
Pensions and Other Benefits	12	1.0	0.4	•	0.7	•	0.5	0.9	1.0	1.0	0.5	0.8	1.4	1.1
Other	13	5.9	9.1	21.9	11.2	2.9	12.7	5.9	7.1	4.3	4.6	5.3	6.0	6.1
Officers Compensation	14	0.6	0.1	10.3	1.5	1.7	7.1	2.1	0.8	0.5	0.5	0.4	0.3	0.2
Operating Margin	15	1.2	•	2.5	3.4	•	•	1.1	2.6	1.7	1.5	1.7	1.4	1.0
Oper. Margin Before Officers Compensation	16	1.9	•	12.8	4.9	1.8	6.8	3.1	3.4	2.2	1.9	2.1	1.7	1.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2383	•	•	16	102	95	725	1863	3060	8413	15336	28093	266181
Inventories	18	1626	•	1	17	84	99	482	1062	2926	5614	11571	34377	156988
Net Property, Plant and Equipment	19	3709	•	48	50	128	387	756	2376	5514	11037	25717	78688	383002
Total Assets	20	10894	•	92	145	408	726	2418	7294	15261	31959	71969	164029	1220762

Notes and Loans Payable **21**	3579	•	29	8	187	413	954	1682	4069	8883	21496	48192	414445
All Other Liabilities **22**	2881	•	3	61	37	211	556	2359	2649	8079	21966	40760	332417
Net Worth **23**	4434	•	59	76	184	103	909	3253	8544	14997	28507	75077	473899

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.7	1.5	6.0	1.1	1.9	1.8	1.9	1.8	1.6	1.4	1.9
Quick Ratio **25**	1.1	•	0.6	1.2	4.0	0.7	1.1	1.2	1.0	1.1	0.9	0.6	1.2
Net Sales to Working Capital **26**	15.2	•	•	37.1	12.5	•	16.4	18.2	23.3	19.2	19.2	26.1	11.5
Coverage Ratio **27**	3.7	•	12.5	•	1.9	1.1	3.2	7.7	7.2	4.9	4.5	5.1	3.3
Total Asset Turnover **28**	2.9	•	8.0	8.0	6.4	2.7	4.5	4.9	5.3	4.7	3.2	3.1	2.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.6	0.9	1.2	6.1	1.7	1.3	0.8	1.1	1.5	1.2	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.3	•	35.7	47.2	54.8	85.8	62.4	55.4	44.0	53.1	60.4	54.2	61.2
Return on Assets **33**	9.8	•	21.7	16.8	2.9	2.9	11.2	17.3	13.8	12.7	10.3	9.7	9.0
Return on Equity **34**	12.4	•	26.3	29.9	1.4	•	17.5	29.2	19.3	18.0	15.3	12.2	9.9
Return Before Interest on Equity **35**	24.0	•	33.7	31.8	6.5	20.1	29.8	•	24.6	27.0	26.0	21.3	23.2
Profit Margin, Before Income Tax **36**	2.4	•	2.5	2.0	0.2	•	1.7	3.1	2.2	2.2	2.5	2.5	2.8
Profit Margin, After Income Tax **37**	1.7	•	2.1	2.0	0.1	•	1.5	2.7	2.0	1.8	1.9	1.8	1.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	86.7	86.2	86.6	88.4	89.1	88.3	87.8	87.4	86.8	85.4
Operating Margin (%) **39**	0.3	0.4	•	•	•	•	•	•	0.3	1.2
Oper. Margin Before Officers Comp. (%) **40**	0.8	1.0	0.3	0.6	0.1	•	0.2	0.4	0.9	1.9
Average Net Receivables ($) **41**	1409	1292	928	1391	1458	1317	1125	1781	2146	2383
Average Inventories ($) **42**	925	820	622	1138	1260	1248	1085	1473	1500	1626
Average Net Worth ($) **43**	2263	2206	1543	2648	2345	2554	2719	3678	3765	4434
Current Ratio (x1) **44**	1.5	1.5	1.5	1.6	1.4	1.3	1.6	1.7	2.0	1.8
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.9	0.7	0.7	0.9	1.0	1.2	1.1
Coverage Ratio (x1) **46**	2.4	2.6	2.1	2.4	1.7	1.9	1.8	2.1	2.8	3.7
Asset Turnover (x1) **47**	4.4	4.5	4.3	4.1	3.6	3.5	3.4	3.2	3.1	2.9
Total Liabilities/Net Worth (x1) **48**	1.6	1.5	1.8	1.6	2.3	2.1	1.7	1.6	1.6	1.5
Return on Assets (x1) **49**	8.6	9.3	7.1	9.4	7.2	7.5	7.0	7.6	7.0	9.8
Return on Equity (%) **50**	6.9	8.1	5.5	9.3	4.6	5.7	4.9	6.5	7.5	12.4

MEAT PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1809	•	220	370	110	382	505	58	82	37	22	•	9
Revenues ($ in Thousands)														
Net Sales	2	60675134	•	161659	507767	416954	900290	4905531	2341947	6591610	5631421	5333018	•	27725792
Portfolio Income	3	171902	•	41	721	560	1284	5748	5386	10610	12174	11045	•	112311
Other Revenues	4	352248	•	•	5	112	1865	32581	4793	27357	31952	33410	•	162143
Total Revenues	5	61199284	•	161700	508493	417626	903439	4943860	2352126	6629577	5675547	5377473	•	28000246
Average Total Revenues	6	33830	•	735	1374	3797	2365	9790	40554	80848	153393	244431	•	3111138
Operating Costs/Operating Income (%)														
Cost of Operations	7	85.0	•	47.1	47.4	92.5	67.1	79.8	79.0	87.6	88.3	86.9	•	86.5
Salaries and Wages	8	2.6	•	14.8	33.7	1.7	5.6	5.5	6.1	2.5	2.0	2.4	•	1.2
Taxes Paid	9	1.1	•	2.6	1.2	0.1	2.3	1.4	1.2	0.9	0.7	0.8	•	1.1
Interest Paid	10	0.8	•	0.2	0.1	0.1	1.0	0.9	0.4	0.3	0.6	0.6	•	1.0
Depreciation, Depletion, Amortization	11	1.2	•	0.6	1.0	0.5	1.9	1.3	1.2	0.9	1.0	1.5	•	1.0
Pensions and Other Benefits	12	0.9	•	•	0.7	•	0.5	1.0	1.0	0.9	0.6	0.8	•	0.9
Other	13	5.6	•	21.9	10.6	2.3	12.7	6.1	7.6	4.3	4.3	4.7	•	5.6
Officers Compensation	14	0.7	•	10.3	1.5	1.7	7.7	2.5	0.7	0.6	0.5	0.4	•	0.2
Operating Margin	15	2.3	•	2.5	3.9	1.2	1.4	1.5	2.9	2.0	2.1	2.0	•	2.6
Oper. Margin Before Officers Compensation	16	2.9	•	12.8	5.4	2.8	9.1	4.0	3.6	2.6	2.5	2.4	•	2.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1671	•	•	19	133	120	697	2050	2965	8752	16219	•	139707
Inventories	18	1676	•	1	20	137	117	481	1129	3025	5356	11236	•	173592
Net Property, Plant and Equipment	19	3815	•	48	60	76	309	813	2334	5382	11197	25193	•	431303
Total Assets	20	10267	•	92	135	497	711	2393	7601	15361	32355	72905	•	1176256

Notes and Loans Payable **21**	2713	•	29	9	38	225	942	1327	3620	8603	17075	•	311914
All Other Liabilities **22**	2531	•	3	72	59	236	567	2640	2572	8463	22780	•	277866
Net Worth **23**	5023	•	59	53	400	250	884	3635	9169	15290	33050	•	586476

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	0.7	1.0	5.6	1.3	1.9	1.9	2.2	1.7	1.6	•	1.7
Quick Ratio **25**	0.9	•	0.6	0.7	3.6	0.8	1.1	1.3	1.1	1.1	0.9	•	0.9
Net Sales to Working Capital **26**	19.2	•	•	•	12.3	34.9	15.3	17.5	20.0	20.2	19.4	•	19.0
Coverage Ratio **27**	5.3	•	12.5	•	•	2.8	3.4	10.4	9.1	6.0	6.0	•	4.8
Total Asset Turnover **28**	3.3	•	8.0	10.2	7.6	3.3	4.1	5.3	5.2	4.7	3.3	•	2.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.6	1.5	0.3	1.9	1.7	1.1	0.7	1.1	1.2	•	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.1	•	35.7	60.4	19.5	64.9	63.1	52.2	40.3	52.8	54.7	•	50.2
Return on Assets **33**	12.8	•	21.7	•	10.9	9.0	12.9	19.6	15.3	16.1	11.4	•	12.3
Return on Equity **34**	15.7	•	26.3	•	11.4	15.6	21.3	32.3	20.9	24.4	16.1	•	12.8
Return Before Interest on Equity **35**	26.2	•	33.7	•	13.6	25.7	34.8	•	25.6	34.0	25.1	•	24.6
Profit Margin, Before Income Tax **36**	3.2	•	2.5	4.0	1.3	1.8	2.3	3.3	2.6	2.9	2.9	•	3.7
Profit Margin, After Income Tax **37**	2.4	•	2.1	4.0	1.2	1.7	1.9	2.9	2.4	2.5	2.2	•	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	85.5	85.7	86.5	88.1	88.3	88.0	88.0	86.6	86.3	85.0
Operating Margin (%) **39**	1.3	1.3	1.0	1.2	0.9	0.8	1.4	1.6	1.5	2.3
Oper. Margin Before Officers Comp. (%) **40**	1.9	1.9	1.6	1.8	1.4	1.2	1.9	2.2	2.0	2.9
Average Net Receivables ($) **41**	1675	1329	1280	2009	2185	1714	1306	1970	1789	1671
Average Inventories ($) **42**	1079	917	876	1636	2077	1696	1281	1636	1864	1676
Average Net Worth ($) **43**	3029	2624	2722	4484	4485	4369	3618	4484	4936	5023
Current Ratio (×1) **44**	1.6	1.4	1.7	1.7	1.6	1.6	1.6	1.9	1.9	1.7
Quick Ratio (×1) **45**	1.0	0.9	1.0	1.0	0.8	0.8	0.8	1.1	0.9	0.9
Coverage Ratio (×1) **46**	4.3	4.3	4.5	4.9	3.3	3.8	4.4	5.2	4.7	5.3
Asset Turnover (×1) **47**	4.5	4.6	4.2	4.0	3.4	3.5	3.9	3.5	3.4	3.3
Operating Leverage **48**	2.0	1.0	0.8	1.2	0.7	0.9	1.9	1.1	0.9	1.5
Financial Leverage **49**	1.1	1.0	1.1	1.1	0.9	1.1	1.1	1.0	1.0	1.0
Total Leverage **50**	2.2	1.0	0.8	1.3	0.6	0.9	2.1	1.2	0.9	1.6

DAIRY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1529	•	670	213	42	47	330	72	91	30	16	9	8
Revenues ($ in Thousands)														
Net Sales	2	31470162	•	109582	289927	2147	258349	2653325	1259080	4977980	3100184	2430769	2996385	13392435
Portfolio Income	3	360858	•	•	1685	2	11614	10406	4465	14938	8236	13904	14842	280763
Other Revenues	4	531865	•	•	331	82	1797	9427	3193	10825	13892	32565	16198	443558
Total Revenues	5	32362885	•	109582	291943	2231	271760	2673158	1266738	5003743	3122312	2477238	3027425	14116756
Average Total Revenues	6	21166	•	164	1371	53	5782	8100	17594	54986	104077	154827	336381	1764594
Operating Costs/Operating Income (%)														
Cost of Operations	7	74.2	•	55.6	52.4	4.6	72.1	83.5	77.6	79.4	80.9	75.8	72.3	69.4
Salaries and Wages	8	6.7	•	19.9	14.9	•	6.6	3.5	5.6	6.2	6.4	5.1	4.8	8.2
Taxes Paid	9	1.5	•	2.8	1.6	13.8	1.9	2.0	1.3	1.3	1.2	1.2	1.0	1.8
Interest Paid	10	2.5	•	•	0.7	11.6	2.5	0.5	0.7	0.6	1.2	1.2	1.1	4.7
Depreciation, Depletion, Amortization	11	2.4	•	1.7	2.5	57.9	2.3	1.6	2.4	1.9	2.2	2.5	2.4	2.9
Pensions and Other Benefits	12	1.7	•	•	3.4	•	2.7	1.2	1.8	1.4	1.6	1.3	1.4	2.1
Other	13	13.3	•	24.4	24.3	36.3	29.3	5.7	7.8	7.0	7.7	12.4	15.2	18.1
Officers Compensation	14	0.7	•	0.3	2.3	•	0.8	1.8	0.9	1.2	0.5	0.5	0.5	0.4
Operating Margin	15	•	•	•	•	•	•	0.1	1.9	1.2	•	•	1.4	•
Oper. Margin Before Officers Compensation	16	•	•	•	0.3	•	•	2.0	2.8	2.4	•	0.5	1.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1438	•	•	63	8	62	643	2114	4357	8647	11232	27622	91700
Inventories	18	1364	•	1	6	•	45	408	886	3259	5328	9557	20738	135824
Net Property, Plant and Equipment	19	3180	•	5	81	479	293	661	2569	5594	15390	25769	59612	310662
Total Assets	20	17574	•	9	153	489	889	2356	6418	16135	36948	68873	147598	2565469

Notes and Loans Payable **21**	5870	•	35	103	1018	158	457	1452	3740	14223	28961	50182	867870
All Other Liabilities **22**	5083	•	18	60	295	106	727	2478	4436	10991	13312	45168	744828
Net Worth **23**	6621	•	-44	-10	-825	625	1172	2488	7959	11734	26600	52248	952771

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.1	1.2	0.0	2.5	1.8	1.3	1.5	1.2	1.6	1.2	0.9
Quick Ratio **25**	0.5	•	0.0	1.1	0.0	2.1	1.1	0.9	0.9	0.7	1.0	0.7	0.3
Net Sales to Working Capital **26**	•	•	•	•	•	18.2	12.1	24.1	17.1	46.0	12.5	40.8	•
Coverage Ratio **27**	1.0	•	•	•	•	•	2.7	4.5	4.0	0.3	2.5	3.2	0.7
Total Asset Turnover **28**	1.2	•	•	8.9	0.1	6.2	3.4	2.7	3.4	2.8	2.2	2.3	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	•	•	0.4	1.0	1.6	1.0	2.2	1.6	1.8	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.3	•	•	•	•	29.7	50.3	61.2	50.7	68.3	61.4	64.6	62.9
Return on Assets **33**	2.9	•	•	•	•	•	4.7	8.8	7.5	0.9	6.7	7.9	2.2
Return on Equity **34**	•	•	17.3	•	1.3	•	4.7	16.2	9.0	•	8.4	10.9	•
Return Before Interest on Equity **35**	7.8	•	17.3	•	0.5	•	9.5	22.6	15.1	2.8	17.4	22.3	5.9
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	0.9	2.5	1.7	•	1.9	2.4	•
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	0.7	2.3	1.3	•	1.5	1.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.1	73.8	74.4	73.7	76.5	75.4	72.9	74.0	75.0	74.2
Operating Margin (%) **39**	•	•	•	•	•	•	0.2	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.2	0.4	0.5	0.7	1.0	0.3	•	•
Average Net Receivables ($) **41**	2282	1552	1220	1097	1779	1144	1715	1464	1635	1438
Average Inventories ($) **42**	1604	1042	1099	797	1217	871	1365	1102	1557	1364
Average Net Worth ($) **43**	11604	2179	2288	2590	3489	2058	6387	4770	5167	6621
Current Ratio (x1) **44**	1.5	1.2	1.2	1.6	1.3	1.4	1.5	1.3	1.1	1.1
Quick Ratio (x1) **45**	0.8	0.7	0.7	0.9	0.8	0.8	0.8	0.7	0.5	0.5
Coverage Ratio (x1) **46**	2.1	2.6	2.8	4.6	1.9	2.0	2.6	2.2	1.6	1.0
Asset Turnover (x1) **47**	1.0	1.9	2.0	2.7	2.1	2.2	1.6	1.6	1.4	1.2
Total Liabilities/Net Worth (x1) **48**	0.6	2.6	2.3	1.4	1.8	2.3	1.1	1.3	2.3	1.7
Return on Assets (x1) **49**	6.4	9.1	10.1	20.6	6.1	7.2	7.1	5.8	4.1	2.9
Return on Equity (%) **50**	2.8	10.9	11.8	25.6	4.8	7.2	6.6	4.9	3.2	•

DAIRY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	623	•	•	•	•	•	259	62	77	13	13	5	5
Revenues ($ in Thousands)														
Net Sales	2	19078010	•	•	•	•	•	1701293	1111574	4068229	1297785	2194148	1997675	6555082
Portfolio Income	3	101981	•	•	•	•	•	9400	4465	5478	7353	13640	9114	40388
Other Revenues	4	156362	•	•	•	•	•	7880	1456	8140	11856	31741	10685	83164
Total Revenues	5	19336353	•	•	•	•	•	1718573	1117495	4081847	1316994	2239529	2017474	6678634
Average Total Revenues	6	31037	•	•	•	•	•	6635	18024	53011	101307	172271	403495	1335727
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.1	•	•	•	•	•	81.2	78.6	78.2	73.9	74.4	71.5	78.7
Salaries and Wages	8	5.0	•	•	•	•	•	3.4	4.7	6.3	7.7	5.4	2.7	4.6
Taxes Paid	9	1.4	•	•	•	•	•	2.1	1.2	1.4	1.4	1.3	1.0	1.5
Interest Paid	10	0.8	•	•	•	•	•	0.6	0.8	0.6	0.6	1.2	1.0	0.9
Depreciation, Depletion, Amortization	11	2.2	•	•	•	•	•	1.6	2.5	1.6	2.3	2.4	2.2	2.3
Pensions and Other Benefits	12	1.4	•	•	•	•	•	1.0	1.8	1.5	1.9	1.4	1.0	1.3
Other	13	9.3	•	•	•	•	•	6.0	7.0	6.9	10.3	13.0	16.7	8.2
Officers Compensation	14	0.9	•	•	•	•	•	2.3	1.0	1.3	0.7	0.5	0.6	0.4
Operating Margin	15	2.1	•	•	•	•	•	1.9	2.6	2.3	1.3	0.5	3.4	2.3
Oper. Margin Before Officers Compensation	16	2.9	•	•	•	•	•	4.2	3.6	3.5	2.0	0.9	4.0	2.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2399	•	•	•	•	•	557	2262	4356	10331	11827	31635	85152
Inventories	18	2168	•	•	•	•	•	397	938	3475	5771	8482	25848	121106
Net Property, Plant and Equipment	19	4234	•	•	•	•	•	545	2257	5391	15432	26868	61012	211221
Total Assets	20	11497	•	•	•	•	•	2199	6292	15925	36267	72642	167464	533217

Notes and Loans Payable **21**	3279	•	•	•	•	•	380	994	3517	7799	22575	53932	184849
All Other Liabilities **22**	3224	•	•	•	•	•	494	2729	4157	11760	17098	52964	149277
Net Worth **23**	4994	•	•	•	•	•	1325	2569	8250	16707	32969	60567	199091

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	•	•	2.7	1.2	1.7	1.7	1.7	1.4	1.5
Quick Ratio **25**	0.9	•	•	•	•	•	1.7	0.9	1.0	1.0	1.1	0.8	0.6
Net Sales to Working Capital **26**	14.4	•	•	•	•	•	7.1	25.4	13.7	13.1	12.2	22.3	18.0
Coverage Ratio **27**	5.2	•	•	•	•	•	6.0	5.1	5.7	5.9	3.0	5.4	5.7
Total Asset Turnover **28**	2.7	•	•	•	•	•	3.0	2.9	3.3	2.8	2.3	2.4	2.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	•	•	•	0.7	1.5	0.9	1.2	1.2	1.8	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	56.6	•	•	•	•	•	39.8	59.2	48.2	53.9	54.6	63.8	62.7
Return on Assets **33**	11.3	•	•	•	•	•	10.4	11.1	10.5	9.1	8.6	12.9	12.4
Return on Equity **34**	16.6	•	•	•	•	•	12.8	20.2	14.1	10.8	10.5	22.2	20.0
Return Before Interest on Equity **35**	26.0	•	•	•	•	•	17.2	27.1	20.3	19.7	18.8	•	33.1
Profit Margin, Before Income Tax **36**	3.4	•	•	•	•	•	2.9	3.1	2.6	2.7	2.5	4.4	4.1
Profit Margin, After Income Tax **37**	2.7	•	•	•	•	•	2.6	2.9	2.2	1.8	2.1	3.4	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.5	72.8	73.8	71.6	73.9	72.8	71.0	72.3	78.4	77.1
Operating Margin (%) **39**	•	•	0.6	0.3	1.0	1.6	1.0	0.6	2.2	2.1
Oper. Margin Before Officers Comp. (%) **40**	•	0.3	1.2	1.1	1.8	2.4	1.9	1.4	3.1	2.9
Average Net Receivables ($) **41**	3556	2756	2296	2908	2340	1813	1783	2106	1707	2399
Average Inventories ($) **42**	2523	1872	2182	2141	1706	1371	1414	1569	1409	2168
Average Net Worth ($) **43**	19068	3998	4861	8009	5712	3780	7583	7769	3339	4994
Current Ratio (×1) **44**	1.5	1.3	1.3	1.7	1.5	1.4	1.6	1.3	1.5	1.6
Quick Ratio (×1) **45**	0.8	0.8	0.7	1.0	0.8	0.8	0.9	0.7	0.9	0.9
Coverage Ratio (×1) **46**	2.3	3.2	3.6	5.7	3.0	3.3	3.4	3.1	5.6	5.2
Asset Turnover (×1) **47**	0.9	2.0	2.0	2.7	2.0	2.1	1.6	1.5	2.9	2.7
Operating Leverage **48**	•	0.2	•	0.5	3.8	1.7	0.6	0.6	3.6	1.0
Financial Leverage **49**	0.7	1.3	1.1	1.2	0.9	1.1	1.1	1.0	1.3	1.0
Total Leverage **50**	•	0.3	•	0.6	3.4	1.7	0.7	0.6	4.6	0.9

PRESERVED FRUITS AND VEGETABLES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	743	5	299	•	69	64	149	41	52	30	16	9	9
Revenues ($ in Thousands)														
Net Sales	2	26629923	253986	85724	•	82862	65964	724343	620168	885557	1777907	1593687	1930634	18609092
Portfolio Income	3	519477	636	•	•	•	•	1625	587	4907	4825	3815	19643	483436
Other Revenues	4	684487	5966	11	•	37	•	14899	20056	23294	13723	20147	41512	544844
Total Revenues	5	27833887	260588	85735	•	82899	65964	740867	640811	913758	1796455	1617649	1991789	19637372
Average Total Revenues	6	37461	52118	287	•	1201	1031	4972	15630	17572	59882	101103	221310	2181930
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.6	75.8	59.5	•	69.7	83.6	75.3	68.9	81.4	71.6	71.5	73.9	62.2
Salaries and Wages	8	3.2	2.0	10.0	•	10.1	•	3.2	5.6	2.7	2.1	5.5	3.0	3.1
Taxes Paid	9	1.7	0.7	2.2	•	2.0	3.4	2.2	1.3	2.3	1.2	1.4	1.4	1.7
Interest Paid	10	3.4	2.5	0.3	•	2.3	1.3	2.4	1.6	2.9	1.3	1.9	2.1	4.0
Depreciation, Depletion, Amortization	11	3.4	2.8	2.2	•	2.7	2.0	2.9	1.8	2.5	2.3	2.7	3.6	3.6
Pensions and Other Benefits	12	2.0	0.6	1.5	•	•	•	1.2	0.6	1.6	0.8	2.0	1.6	2.3
Other	13	19.5	17.7	22.2	•	14.3	9.1	6.8	19.7	7.7	16.1	11.7	14.8	22.2
Officers Compensation	14	0.8	0.4	6.9	•	•	•	5.3	1.5	2.0	2.3	0.6	0.7	0.5
Operating Margin	15	0.5	•	•	•	•	0.7	0.7	•	•	2.4	2.9	•	0.5
Oper. Margin Before Officers Compensation	16	1.3	•	2.2	•	•	0.7	6.0	0.7	•	4.7	3.4	•	1.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8616	•	31	•	107	125	571	1741	2166	5674	13603	18130	617393
Inventories	18	6800	•	11	•	131	216	731	3529	6444	8895	32291	53917	352064
Net Property, Plant and Equipment	19	8883	•	30	•	117	255	919	1598	3489	11329	15806	76278	544801
Total Assets	20	48085	•	79	•	394	605	2670	7301	14166	32917	71254	168600	3395414

Notes and Loans Payable **21**	13942	•	73	•	325	231	1430	2907	6025	9830	32153	54456	928333
All Other Liabilities **22**	15162	•	38	•	89	205	679	2836	2454	8497	11948	34604	1125827
Net Worth **23**	18980	•	-31	•	-20	169	561	1558	5687	14590	27154	79539	1341254

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	•	1.8	0.9	1.5	1.3	1.9	1.6	1.7	2.4	1.5
Quick Ratio **25**	0.7	•	1.0	•	0.8	0.4	0.7	0.4	0.6	0.7	0.5	0.7	0.7
Net Sales to Working Capital **26**	5.0	•	25.5	•	11.0	•	9.5	13.1	3.5	8.6	5.0	4.6	4.6
Coverage Ratio **27**	2.6	1.1	•	•	0.5	1.6	2.3	2.6	1.0	3.7	3.3	2.1	2.7
Total Asset Turnover **28**	0.8	•	3.6	•	3.1	1.7	1.8	2.1	1.2	1.8	1.4	1.3	0.6
Inventory Turnover **29**	6.9	•	•	•	•	8.0	•	5.9	4.3	9.6	4.4	5.9	7.3
Receivables Turnover **30**	8.3	•	•	•	•	•	•	•	•	•	•	•	6.7
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	2.6	3.8	3.7	1.5	1.3	1.6	1.1	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.5	•	•	•	•	72.1	79.0	78.7	59.9	55.7	61.9	52.8	60.5
Return on Assets **33**	6.6	•	•	•	3.8	3.3	9.9	8.4	3.6	8.3	8.7	5.5	6.5
Return on Equity **34**	6.7	•	•	•	•	4.3	25.3	17.3	•	9.8	13.7	3.1	6.6
Return Before Interest on Equity **35**	16.6	•	•	•	•	11.9	•	•	9.0	18.8	22.7	11.6	16.4
Profit Margin, Before Income Tax **36**	5.5	0.2	•	•	•	0.7	3.0	2.5	•	3.4	4.3	2.3	6.7
Profit Margin, After Income Tax **37**	3.6	•	•	•	•	0.7	2.9	1.8	•	2.4	3.8	1.2	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.2	69.0	67.9	67.2	66.8	66.0	66.8	65.7	66.3	65.6
Operating Margin (%) **39**	•	•	•	1.6	2.6	1.2	•	0.5	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.5	2.3	3.3	2.5	1.3	1.6	0.7	1.3
Average Net Receivables ($) **41**	3747	4057	6379	2813	5680	7280	5689	11728	14320	8616
Average Inventories ($) **42**	5429	5121	7031	3387	6195	7158	6700	8544	10855	6800
Average Net Worth ($) **43**	11771	13107	19991	9057	15393	16941	15674	21779	27606	18980
Current Ratio (x1) **44**	1.3	1.3	1.2	1.3	1.2	1.2	1.5	1.5	1.4	1.5
Quick Ratio (x1) **45**	0.5	0.6	0.6	0.6	0.5	0.6	0.5	0.7	0.7	0.7
Coverage Ratio (x1) **46**	2.1	2.2	3.6	3.7	4.0	2.9	3.2	3.0	2.9	2.6
Asset Turnover (x1) **47**	1.4	1.2	1.2	1.2	1.2	1.1	1.0	0.9	0.9	0.8
Total Liabilities/Net Worth (x1) **48**	1.2	1.1	1.0	1.0	1.1	1.3	1.4	1.6	1.6	1.5
Return on Assets (x1) **49**	8.0	7.6	10.5	11.1	11.6	9.3	9.5	7.9	7.3	6.6
Return on Equity (%) **50**	4.3	4.9	10.8	11.3	12.8	9.2	9.9	8.6	7.7	6.7

PRESERVED FRUITS AND VEGETABLES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	260	•	•	•	•	64	83	30	28	24	11	6	•
Revenues ($ in Thousands)														
Net Sales	2	22427282	•	•	•	•	65964	501891	572592	548346	1446479	1278774	1528498	•
Portfolio Income	3	493339	•	•	•	•	•	1625	587	1986	4798	3323	13349	•
Other Revenues	4	529593	•	•	•	•	•	12215	1866	12842	12890	17171	10794	•
Total Revenues	5	23450214	•	•	•	•	65964	515731	575045	563174	1464167	1299268	1552641	•
Average Total Revenues	6	90193	•	•	•	•	1031	6214	19168	20113	61007	118115	258774	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	63.2	•	•	•	•	83.6	72.2	69.6	75.5	67.5	70.3	72.0	•
Salaries and Wages	8	3.1	•	•	•	•	•	3.5	4.6	3.1	2.2	5.7	2.7	•
Taxes Paid	9	1.7	•	•	•	•	3.4	2.4	1.4	1.7	1.4	1.7	1.4	•
Interest Paid	10	3.3	•	•	•	•	1.3	2.5	1.6	1.6	1.1	1.5	1.5	•
Depreciation, Depletion, Amortization	11	3.4	•	•	•	•	2.0	2.9	1.9	1.5	2.4	2.4	2.9	•
Pensions and Other Benefits	12	2.0	•	•	•	•	•	1.5	0.6	1.7	0.9	1.6	1.5	•
Other	13	20.4	•	•	•	•	9.1	7.1	16.3	7.5	18.6	12.2	14.7	•
Officers Compensation	14	0.9	•	•	•	•	•	6.3	1.7	2.4	2.7	0.5	0.8	•
Operating Margin	15	2.2	•	•	•	•	0.7	1.9	2.5	5.1	3.4	4.2	2.6	•
Oper. Margin Before Officers Compensation	16	3.0	•	•	•	•	0.7	8.2	4.1	7.5	6.1	4.7	3.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	15628	•	•	•	•	125	493	2041	1960	6030	14115	19176	•
Inventories	18	14251	•	•	•	•	216	713	3426	6387	7466	31993	56268	•
Net Property, Plant and Equipment	19	19561	•	•	•	•	255	1139	2087	2619	10423	15655	45588	•
Total Assets	20	105700	•	•	•	•	605	2751	8144	12594	32421	71566	145579	•

Notes and Loans Payable **21**	30274	•	•	•	•	231	1741	3548	4113	9299	27715	35804	•
All Other Liabilities **22**	32386	•	•	•	•	205	575	2434	2272	8086	13133	35026	•
Net Worth **23**	43040	•	•	•	•	169	435	2162	6209	15036	30718	74748	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	•	0.9	2.2	1.4	1.8	1.8	1.8	2.6	•
Quick Ratio **25**	0.6	•	•	•	•	0.4	1.0	0.5	0.5	0.9	0.6	0.8	•
Net Sales to Working Capital **26**	5.1	•	•	•	•	•	7.5	11.2	4.4	7.5	5.2	4.7	•
Coverage Ratio **27**	3.1	•	•	•	•	1.6	2.9	2.9	6.0	5.2	4.8	3.8	•
Total Asset Turnover **28**	0.8	•	•	•	•	1.7	2.2	2.4	1.6	1.9	1.6	1.8	•
Inventory Turnover **29**	7.7	•	•	•	•	8.0	•	7.8	4.6	•	5.1	6.5	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	2.6	5.3	2.8	1.0	1.2	1.3	1.0	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.3	•	•	•	•	72.1	84.2	73.5	50.7	53.6	57.1	48.7	•
Return on Assets **33**	8.5	•	•	•	•	3.3	15.6	10.4	14.4	10.6	11.9	9.7	•
Return on Equity **34**	9.6	•	•	•	•	4.3	•	18.4	18.4	13.8	19.2	9.3	•
Return Before Interest on Equity **35**	20.8	•	•	•	•	11.9	•	•	29.2	22.9	27.6	18.9	•
Profit Margin, Before Income Tax **36**	7.1	•	•	•	•	0.7	4.7	2.9	7.7	4.6	5.8	4.1	•
Profit Margin, After Income Tax **37**	4.8	•	•	•	•	0.7	4.5	2.1	5.9	3.4	5.1	2.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.1	66.7	66.4	65.9	65.5	64.1	61.8	62.8	63.3	63.2
Operating Margin (%) **39**	2.0	•	0.3	2.1	3.2	2.8	3.5	2.9	2.4	2.2
Oper. Margin Before Officers Comp. (%) **40**	2.7	•	0.9	2.8	3.9	4.1	5.0	4.1	3.4	3.0
Average Net Receivables ($) **41**	4942	8758	11676	8570	8976	12793	7505	15293	13631	15628
Average Inventories ($) **42**	6854	9846	12334	9924	9368	9868	6500	10288	9966	14251
Average Net Worth ($) **43**	16182	30360	38197	28284	24861	31231	20995	33967	31865	43040
Current Ratio (x1) **44**	1.5	1.3	1.3	1.3	1.3	1.2	1.5	1.6	1.6	1.6
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.6	0.5	0.6	0.7	0.8	0.7	0.6
Coverage Ratio (x1) **46**	3.0	2.8	4.0	4.0	4.3	3.7	5.0	4.0	3.8	3.1
Asset Turnover (x1) **47**	1.4	1.2	1.2	1.2	1.2	1.0	1.1	1.0	1.0	0.8
Operating Leverage **48**	0.8	•	•	7.4	1.5	0.9	1.3	0.8	0.8	0.9
Financial Leverage **49**	1.0	1.0	1.4	1.0	1.0	0.9	1.1	1.0	1.0	0.9
Total Leverage **50**	0.8	•	•	7.0	1.5	0.8	1.3	0.8	0.8	0.8

GRAIN MILL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1221	94	•	38	346	304	279	45	59	22	8	10	16
Revenues ($ in Thousands)														
Net Sales	2	83416206	113630	•	41594	200483	692654	1417760	609171	2311589	2058682	1197418	2759490	72013736
Portfolio Income	3	3204236	•	•	•	448	1972	8545	1105	10973	1543	41252	16393	3122006
Other Revenues	4	1891556	400	•	484	246	2415	8927	2677	13284	6010	4307	15911	1836893
Total Revenues	5	88511998	114030	•	42078	201177	697041	1435232	612953	2335846	2066235	1242977	2791794	76972635
Average Total Revenues	6	72491	1213	•	1107	581	2293	5144	13621	39591	93920	155372	279179	4810790
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.3	87.4	•	57.3	60.4	78.5	72.2	79.8	80.7	86.7	85.5	68.9	65.7
Salaries and Wages	8	7.2	1.2	•	19.2	9.4	3.0	9.1	3.3	3.2	3.0	3.2	3.3	7.7
Taxes Paid	9	1.3	0.8	•	1.5	4.5	2.0	1.6	1.1	0.9	0.8	1.2	1.1	1.4
Interest Paid	10	3.9	0.5	•	1.3	0.9	1.2	1.3	1.2	0.7	0.9	1.3	1.2	4.4
Depreciation, Depletion, Amortization	11	2.6	1.2	•	1.4	4.0	2.8	3.2	2.1	2.2	2.5	1.6	2.9	2.6
Pensions and Other Benefits	12	1.8	0.4	•	1.8	0.6	1.3	0.5	0.8	1.2	0.6	1.5	1.3	1.9
Other	13	16.3	19.3	•	42.0	11.6	7.6	11.7	6.8	7.5	4.3	6.2	14.2	17.4
Officers Compensation	14	0.3	0.9	•	•	10.8	3.0	1.9	0.8	1.7	0.6	0.9	0.9	0.2
Operating Margin	15	•	•	•	•	•	0.6	•	4.1	2.0	0.6	•	6.4	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	8.8	3.6	0.5	4.9	3.7	1.2	•	7.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4338	•	•	6	85	195	534	1585	3652	7413	16082	21834	266401
Inventories	18	5795	•	•	•	20	93	341	1543	1675	8325	11444	19028	394499
Net Property, Plant and Equipment	19	13196	•	•	93	122	318	1339	2196	5579	14801	16306	64712	879094
Total Assets	20	47635	•	•	174	293	688	2484	7089	15071	36014	68131	152770	3317405

Notes and Loans Payable **21**	17289	•	•	93	65	284	1009	2251	3505	12853	15118	42513	1223682
All Other Liabilities **22**	14493	•	•	335	181	115	597	1521	4798	11066	18277	45917	1013655
Net Worth **23**	15853	•	•	-255	47	290	879	3317	6769	12096	34736	64340	1080068

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	•	0.0	0.8	1.9	1.3	2.1	1.4	1.5	1.9	1.5	1.0
Quick Ratio **25**	0.4	•	•	0.0	0.7	1.4	0.8	1.2	0.9	0.8	1.0	0.9	0.3
Net Sales to Working Capital **26**	•	•	•	•	•	13.8	20.4	6.6	20.2	16.0	8.2	13.9	•
Coverage Ratio **27**	2.5	•	•	•	•	2.0	0.9	4.9	5.6	2.0	2.8	7.4	2.5
Total Asset Turnover **28**	1.4	•	•	6.3	2.0	3.3	2.1	1.9	2.6	2.6	2.2	1.8	1.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	•	•	5.2	1.4	1.8	1.1	1.2	2.0	1.0	1.4	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.7	•	•	•	83.8	57.9	64.6	53.2	55.1	66.4	49.0	57.9	67.5
Return on Assets **33**	14.3	•	•	•	•	8.1	2.2	11.4	9.5	4.7	8.0	15.7	14.8
Return on Equity **34**	17.0	•	•	•	•	8.2	•	14.0	15.4	5.7	6.3	29.1	17.4
Return Before Interest on Equity **35**	•	•	•	•	•	19.2	6.1	24.3	21.2	14.0	15.7	•	•
Profit Margin, Before Income Tax **36**	6.0	•	•	•	•	1.2	•	4.7	3.0	0.9	2.3	7.5	6.5
Profit Margin, After Income Tax **37**	3.9	•	•	•	•	1.1	•	3.4	2.7	0.7	1.5	6.8	4.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.8	67.0	68.4	69.9	69.9	67.9	67.2	68.2	67.3	67.3
Operating Margin (%) **39**	•	•	0.3	1.4	•	•	0.4	0.6	1.0	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.7	1.9	•	•	0.8	1.0	1.3	•
Average Net Receivables ($) **41**	2487	3192	2911	2151	8408	7285	2857	2918	2961	4338
Average Inventories ($) **42**	2067	2439	2533	2095	3004	3212	3740	3901	3992	5795
Average Net Worth ($) **43**	5860	9661	7660	6323	12348	16347	10552	10270	9729	15853
Current Ratio (×1) **44**	1.4	1.3	1.1	1.1	1.2	1.3	1.1	1.1	1.1	1.1
Quick Ratio (×1) **45**	0.7	0.6	0.5	0.5	0.8	0.8	0.5	0.4	0.4	0.4
Coverage Ratio (×1) **46**	2.7	2.8	3.6	3.8	2.3	1.9	2.4	2.6	2.8	2.5
Asset Turnover (×1) **47**	1.9	1.5	1.6	1.6	1.2	1.0	1.7	1.7	1.6	1.4
Total Liabilities/Net Worth (×1) **48**	1.6	1.4	1.7	1.6	1.9	1.5	1.8	1.9	2.1	2.0
Return on Assets (×1) **49**	11.1	9.4	13.2	13.8	10.2	8.8	15.1	13.8	13.5	14.3
Return on Equity (%) **50**	9.3	8.7	16.1	17.6	11.0	6.9	16.7	16.7	18.0	17.0

GRAIN MILL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	841	74	•	•	277	227	132	45	45	10	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	73621519	113630	•	•	195986	592503	673074	609171	1895342	917145	•	•	•
Portfolio Income	3	2277886	•	•	•	448	1879	6153	1105	6574	1059	•	•	•
Other Revenues	4	1100930	•	•	•	-1	552	1609	2677	8538	2131	•	•	•
Total Revenues	5	77000335	113630	•	•	196433	594934	680836	612953	1910454	920335	•	•	•
Average Total Revenues	6	91558	1536	•	•	709	2621	5158	13621	42455	92034	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.3	87.4	•	•	57.9	79.3	67.2	79.8	79.4	82.9	•	•	•
Salaries and Wages	8	7.1	1.2	•	•	7.8	1.7	8.6	3.3	3.2	2.9	•	•	•
Taxes Paid	9	1.3	0.7	•	•	3.8	2.0	1.8	1.1	1.0	0.9	•	•	•
Interest Paid	10	2.1	0.5	•	•	0.9	1.2	0.7	1.2	0.4	1.0	•	•	•
Depreciation, Depletion, Amortization	11	2.3	1.2	•	•	3.3	2.6	2.5	2.1	1.9	2.2	•	•	•
Pensions and Other Benefits	12	1.8	0.4	•	•	0.6	1.3	0.5	0.8	1.1	0.9	•	•	•
Other	13	16.0	6.9	•	•	11.3	7.2	13.2	6.8	7.7	4.5	•	•	•
Officers Compensation	14	0.3	0.9	•	•	11.1	3.5	2.9	0.8	1.6	0.8	•	•	•
Operating Margin	15	1.9	0.9	•	•	3.5	1.3	2.8	4.1	3.9	4.0	•	•	•
Oper. Margin Before Officers Compensation	16	2.2	1.8	•	•	14.5	4.8	5.6	4.9	5.5	4.8	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5399	•	•	•	106	159	425	1585	3909	7831	•	•	•
Inventories	18	7107	•	•	•	25	87	464	1543	1683	9542	•	•	•
Net Property, Plant and Equipment	19	16305	•	•	•	81	321	818	2196	4972	17373	•	•	•
Total Assets	20	54737	•	•	•	291	668	2113	7089	14496	40386	•	•	•

Notes and Loans Payable **21**	19142	•	•	•	81	284	408	2251	2809	13110	•	•	•
All Other Liabilities **22**	17150	•	•	•	98	114	360	1521	4370	10292	•	•	•
Net Worth **23**	18445	•	•	•	112	271	1345	3317	7317	16984	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	•	•	1.9	1.7	3.1	2.1	1.5	1.5	•	•	•
Quick Ratio **25**	0.4	•	•	•	1.6	1.2	1.7	1.2	1.1	0.7	•	•	•
Net Sales to Working Capital **26**	42.1	•	•	•	8.4	20.0	6.8	6.6	16.1	14.1	•	•	•
Coverage Ratio **27**	4.5	2.7	•	•	5.1	2.4	7.0	4.9	12.8	5.3	•	•	•
Total Asset Turnover **28**	1.6	•	•	•	2.4	3.9	2.4	1.9	2.9	2.3	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	•	•	1.6	1.5	0.6	1.1	1.0	1.4	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.3	•	•	•	61.5	59.5	36.4	53.2	49.5	58.0	•	•	•
Return on Assets **33**	14.9	•	•	•	11.2	11.2	11.0	11.4	14.6	11.9	•	•	•
Return on Equity **34**	23.4	•	•	•	19.8	14.3	13.6	14.0	24.3	20.7	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	29.1	27.6	17.3	24.3	29.0	28.2	•	•	•
Profit Margin, Before Income Tax **36**	7.3	0.9	•	•	3.7	1.7	3.9	4.7	4.7	4.2	•	•	•
Profit Margin, After Income Tax **37**	4.9	0.7	•	•	3.1	1.5	3.6	3.4	4.2	3.8	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.2	66.3	67.0	68.7	69.8	69.0	66.8	67.6	66.8	67.3
Operating Margin (%) **39**	1.0	0.1	1.1	1.9	•	2.1	0.5	0.8	1.1	1.9
Oper. Margin Before Officers Comp. (%) **40**	1.4	0.5	1.5	2.3	•	2.5	0.9	1.2	1.4	2.2
Average Net Receivables ($) **41**	3862	3529	4771	2482	12343	3258	5058	6479	4441	5399
Average Inventories ($) **42**	3156	2758	4205	2270	4297	3286	6698	8868	6090	7107
Average Net Worth ($) **43**	9820	11602	13875	7600	18190	8091	19330	23015	15022	18445
Current Ratio (×1) **44**	1.4	1.2	1.0	1.1	1.2	1.1	1.1	1.1	1.0	1.1
Quick Ratio (×1) **45**	0.8	0.6	0.5	0.5	0.8	0.5	0.5	0.4	0.4	0.4
Coverage Ratio (×1) **46**	4.1	3.1	4.0	4.2	2.3	3.0	2.5	2.7	2.9	4.5
Asset Turnover (×1) **47**	2.0	1.4	1.6	1.6	1.2	1.8	1.6	1.7	1.6	1.6
Operating Leverage **48**	0.9	0.1	10.0	1.7	•	•	0.3	1.5	1.5	1.7
Financial Leverage **49**	1.0	1.0	1.1	1.1	0.8	1.2	0.9	1.1	1.1	1.2
Total Leverage **50**	0.9	0.1	11.4	1.8	•	•	0.2	1.5	1.5	2.1

BAKERY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3272	508	1139	643	211	170	405	88	60	19	18	4	8
Revenues ($ in Thousands)														
Net Sales	2	18360920	68037	143871	319272	301266	229070	1987509	1503305	1768062	1373102	2462143	994523	7210760
Portfolio Income	3	93081	15954	195	32	454	1412	2525	1574	2966	2576	14359	1201	49833
Other Revenues	4	145780	875	259	594	12085	445	28952	2786	5805	8598	29217	6574	49589
Total Revenues	5	18599781	84866	144325	319898	313805	230927	2018986	1507665	1776833	1384276	2505719	1002298	7310182
Average Total Revenues	6	5685	167	127	498	1487	1358	4985	17133	29614	72857	139207	250574	913773
Operating Costs/Operating Income (%)														
Cost of Operations	7	56.2	44.0	38.6	50.0	63.6	40.4	60.0	65.2	65.8	47.7	58.9	65.9	51.2
Salaries and Wages	8	11.3	31.7	12.6	5.3	13.6	26.5	7.5	6.7	7.5	20.1	10.4	10.9	12.4
Taxes Paid	9	2.6	6.7	5.0	8.0	3.7	3.3	3.1	2.2	2.4	3.7	2.4	2.2	2.2
Interest Paid	10	1.5	0.8	0.2	1.3	0.5	1.2	1.4	1.1	0.9	0.6	1.0	1.2	2.3
Depreciation, Depletion, Amortization	11	3.4	0.2	1.5	2.9	3.3	4.6	3.4	3.0	3.4	3.4	3.6	2.9	3.5
Pensions and Other Benefits	12	3.6	0.4	3.0	1.1	1.4	0.6	1.9	2.9	2.2	6.1	2.7	2.1	5.0
Other	13	17.8	15.2	16.7	26.3	22.7	24.3	16.3	14.1	11.1	11.7	14.8	11.9	22.8
Officers Compensation	14	1.6	6.5	9.0	7.3	3.0	1.5	4.3	2.3	2.4	1.4	1.1	0.7	0.3
Operating Margin	15	2.1	•	13.4	•	•	•	2.1	2.6	4.4	5.4	5.2	2.4	0.6
Oper. Margin Before Officers Compensation	16	3.7	1.2	22.4	5.1	•	•	6.5	4.9	6.8	6.8	6.3	3.1	0.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	465	•	1	16	43	74	450	1568	1828	6092	10735	20584	83235
Inventories	18	268	•	1	5	32	45	211	850	1740	1452	7276	14022	47372
Net Property, Plant and Equipment	19	1274	•	10	80	147	372	1083	3586	6159	15172	30740	62782	224474
Total Assets	20	3538	•	26	134	293	754	2465	7071	14301	35047	69560	133847	792286

Notes and Loans Payable **21**	962	•	8	111	64	445	881	3204	4155	7128	19037	53750	174634
All Other Liabilities **22**	889	•	2	20	147	361	388	1448	2588	8701	15942	26958	225283
Net Worth **23**	1687	•	16	4	82	-52	1196	2419	7558	19218	34581	53140	392369

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	3.7	1.5	0.9	1.5	2.0	1.8	2.0	1.6	1.5	1.3	0.8
Quick Ratio **25**	0.7	•	1.7	1.2	0.5	1.3	1.5	1.2	1.2	1.3	1.0	0.7	0.4
Net Sales to Working Capital **26**	46.0	•	17.7	39.2	•	12.7	9.4	12.5	9.1	16.5	15.8	29.5	•
Coverage Ratio **27**	3.3	•	•	•	•	•	3.7	3.5	6.6	11.4	7.7	3.7	1.8
Total Asset Turnover **28**	1.6	•	4.9	3.7	4.9	1.8	2.0	2.4	2.1	2.1	2.0	1.9	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.6	35.1	2.6	•	1.1	1.9	0.9	0.8	1.0	1.5	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.3	•	37.4	97.2	72.0	•	51.5	65.8	47.2	45.2	50.3	60.3	50.5
Return on Assets **33**	7.8	•	•	•	•	•	10.2	9.6	11.9	14.1	15.5	8.1	4.8
Return on Equity **34**	8.5	•	•	•	•	•	13.4	18.7	15.4	21.0	22.2	9.8	1.9
Return Before Interest on Equity **35**	16.4	•	•	•	•	12.1	20.9	27.9	22.5	25.7	31.2	20.3	9.6
Profit Margin, Before Income Tax **36**	3.4	19.5	13.8	•	•	•	3.7	2.8	4.9	6.3	6.9	3.2	1.9
Profit Margin, After Income Tax **37**	2.6	19.5	13.5	•	•	•	3.3	2.7	4.0	5.6	5.6	2.1	0.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	55.5	54.8	57.2	56.5	57.8	56.1	53.1	54.8	54.7	56.2
Operating Margin (%) **39**	2.2	1.3	1.4	•	1.3	2.0	3.3	2.5	2.1	2.1
Oper. Margin Before Officers Comp. (%) **40**	3.6	3.4	3.4	2.2	2.9	3.6	4.8	4.3	3.6	3.7
Average Net Receivables ($) **41**	380	340	354	355	308	487	351	459	520	465
Average Inventories ($) **42**	217	197	168	221	191	296	208	251	295	268
Average Net Worth ($) **43**	1098	982	967	1091	931	1365	1208	1200	1706	1687
Current Ratio (x1) **44**	1.5	1.6	1.9	1.4	1.4	1.3	1.5	1.1	1.1	1.1
Quick Ratio (x1) **45**	1.0	1.1	1.1	0.9	0.9	0.8	1.0	0.7	0.7	0.7
Coverage Ratio (x1) **46**	6.2	3.3	3.5	2.8	2.5	2.9	3.8	3.6	3.0	3.3
Asset Turnover (x1) **47**	2.5	2.1	1.7	1.6	1.9	1.9	2.0	1.9	1.7	1.6
Total Liabilities/Net Worth (x1) **48**	1.0	1.2	1.3	1.6	1.4	1.5	1.0	1.5	1.2	1.1
Return on Assets (x1) **49**	22.4	9.0	8.2	8.3	8.9	10.2	12.2	9.4	7.8	7.8
Return on Equity (%) **50**	19.8	7.9	9.0	9.1	9.2	11.9	13.7	13.0	8.0	8.5

BAKERY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1423	299	243	287	138	•	260	74	56	19	•	4	5
Revenues ($ in Thousands)														
Net Sales	2	13669850	34636	137139	254938	107755	•	1450398	1256617	1640997	1373102	•	994523	3978654
Portfolio Income	3	57339	15954	195	32	454	•	1337	1547	2966	2576	•	1201	19675
Other Revenues	4	99875	875	65	593	1	•	18649	2049	5627	8598	•	6574	39970
Total Revenues	5	13827064	51465	137399	255563	108210	•	1470384	1260213	1649590	1384276	•	1002298	4038299
Average Total Revenues	6	9717	172	565	890	784	•	5655	17030	29457	72857	•	250574	807660
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.4	24.2	38.1	55.4	54.3	•	60.7	62.1	65.5	47.7	•	65.9	53.7
Salaries and Wages	8	11.1	36.7	12.8	1.3	14.0	•	5.3	7.2	7.9	20.1	•	10.9	13.2
Taxes Paid	9	2.8	9.6	5.1	8.7	3.8	•	2.8	2.2	2.4	3.7	•	2.2	2.6
Interest Paid	10	1.0	1.5	0.2	0.4	0.8	•	1.0	1.1	0.8	0.6	•	1.2	1.1
Depreciation, Depletion, Amortization	11	3.3	0.3	1.2	2.0	4.8	•	3.1	2.9	3.3	3.4	•	2.9	3.8
Pensions and Other Benefits	12	3.2	0.7	3.2	1.4	2.5	•	1.4	2.7	2.3	6.1	•	2.1	4.4
Other	13	14.5	24.4	15.5	23.7	13.0	•	14.6	15.3	10.5	11.7	•	11.9	16.8
Officers Compensation	14	1.9	12.7	9.5	7.4	6.2	•	4.7	2.6	2.6	1.4	•	0.7	0.4
Operating Margin	15	5.0	•	14.6	•	0.7	•	6.6	4.0	4.8	5.4	•	2.4	4.1
Oper. Margin Before Officers Compensation	16	6.8	2.8	24.0	7.3	6.9	•	11.3	6.6	7.4	6.8	•	3.1	4.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	762	•	4	27	33	•	517	1572	1829	6092	•	20584	65531
Inventories	18	446	•	5	10	11	•	236	829	1708	1452	•	14022	39644
Net Property, Plant and Equipment	19	2067	•	14	39	211	•	1153	3116	5960	15172	•	62782	199834
Total Assets	20	5532	•	83	138	296	•	2529	6599	14372	35047	•	133847	692864

Notes and Loans Payable **21**	1382	•	•	40	98	•	852	2125	3964	7128	•	53750	133618
All Other Liabilities **22**	1051	•	10	28	30	•	361	1319	2481	8701	•	26958	120765
Net Worth **23**	3099	•	73	69	168	•	1317	3155	7926	19218	•	53140	438482

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	4.5	1.5	2.4	•	2.4	2.0	2.2	1.6	•	1.3	1.3
Quick Ratio **25**	1.1	•	1.9	1.2	1.4	•	1.9	1.4	1.4	1.3	•	0.7	0.9
Net Sales to Working Capital **26**	14.0	•	16.7	46.4	15.6	•	8.1	10.8	8.0	16.5	•	29.5	24.8
Coverage Ratio **27**	7.4	•	•	1.5	2.4	•	9.1	5.1	7.8	11.4	•	3.7	6.2
Total Asset Turnover **28**	1.7	•	6.8	6.5	2.6	•	2.2	2.6	2.0	2.1	•	1.9	1.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.8	•	0.1	1.0	0.8	•	0.9	1.1	0.8	0.8	•	1.5	0.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	44.0	•	11.6	49.7	43.4	•	48.0	52.2	44.9	45.2	•	60.3	36.7
Return on Assets **33**	12.2	•	•	3.7	5.1	•	19.7	13.8	12.5	14.1	•	8.1	7.7
Return on Equity **34**	15.3	•	•	2.2	5.1	•	31.2	21.9	15.9	21.0	•	9.8	6.6
Return Before Interest on Equity **35**	21.8	•	•	7.3	8.9	•	•	28.8	22.6	25.7	•	20.3	12.1
Profit Margin, Before Income Tax **36**	6.1	•	14.8	0.2	1.1	•	8.0	4.3	5.3	6.3	•	3.2	5.6
Profit Margin, After Income Tax **37**	4.9	•	14.5	0.2	1.1	•	7.4	4.1	4.3	5.6	•	2.1	3.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	54.8	54.6	55.2	55.6	57.5	55.2	53.0	55.0	56.3	57.4
Operating Margin (%) **39**	3.1	2.5	3.0	2.3	2.8	3.4	4.1	3.4	4.5	5.0
Oper. Margin Before Officers Comp. (%) **40**	4.4	4.2	4.9	4.5	4.4	4.9	5.5	5.0	6.2	6.8
Average Net Receivables ($) **41**	567	745	440	808	690	749	626	655	808	762
Average Inventories ($) **42**	305	428	269	490	412	460	388	348	486	446
Average Net Worth ($) **43**	1776	2333	1619	3106	2261	2476	2372	1779	2891	3099
Current Ratio (x1) **44**	1.6	1.8	1.6	1.6	1.6	1.5	1.6	1.1	1.7	1.7
Quick Ratio (x1) **45**	1.1	1.3	1.0	1.1	1.0	0.9	1.1	0.7	1.1	1.1
Coverage Ratio (x1) **46**	7.7	4.7	6.1	6.7	3.9	4.1	4.5	4.4	6.5	7.4
Asset Turnover (x1) **47**	2.5	2.0	2.0	1.6	2.0	1.9	2.1	1.9	1.9	1.7
Operating Leverage **48**	2.1	0.8	1.2	0.8	1.2	1.2	1.2	0.8	1.3	1.1
Financial Leverage **49**	1.0	1.1	1.2	1.1	0.9	1.0	1.0	1.1	1.1	1.1
Total Leverage **50**	2.1	0.9	1.4	0.8	1.1	1.2	1.2	0.9	1.4	1.2

SUGAR AND CONFECTIONERY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	919	25	225	69	171	123	192	38	39	12	8	3	13
Revenues ($ in Thousands)														
Net Sales	2	19208061	46652	189	5567	236995	155610	1082804	1023396	983547	901677	761323	690284	13320017
Portfolio Income	3	406998	783	•	2	•	1691	3901	•	2496	749	2207	5786	389384
Other Revenues	4	161974	81	•	•	110	773	2633	-778	9244	2156	4439	5199	138115
Total Revenues	5	19777033	47516	189	5569	237105	158074	1089338	1022618	995287	904582	767969	701269	13847516
Average Total Revenues	6	21520	1901	1	81	1387	1285	5674	26911	25520	75382	95996	233756	1065194
Operating Costs/Operating Income (%)														
Cost of Operations	7	60.8	67.6	27.0	5.5	72.0	63.6	63.0	74.8	72.9	67.3	67.8	81.1	56.5
Salaries and Wages	8	5.2	2.7	•	•	2.2	5.3	10.6	6.0	4.0	5.6	5.5	2.6	4.9
Taxes Paid	9	1.8	2.5	•	0.7	2.0	2.4	2.5	1.3	1.9	1.7	1.9	0.8	1.8
Interest Paid	10	1.8	1.1	•	20.0	•	3.0	1.3	0.7	1.8	0.7	2.8	1.6	1.9
Depreciation, Depletion, Amortization	11	3.2	4.8	•	43.1	1.2	4.6	2.0	1.3	4.0	3.4	5.4	3.1	3.3
Pensions and Other Benefits	12	2.4	0.7	•	•	0.7	0.6	1.8	0.6	0.8	1.1	1.4	2.0	3.0
Other	13	21.2	20.2	30.2	30.9	15.6	10.9	13.5	11.5	12.4	13.8	13.3	9.9	25.0
Officers Compensation	14	1.1	6.6	•	•	3.5	6.9	5.6	0.8	1.6	1.7	1.7	0.6	0.6
Operating Margin	15	2.6	•	43.4	•	2.9	2.7	•	3.0	0.7	4.7	0.2	•	3.1
Oper. Margin Before Officers Compensation	16	3.7	0.5	43.4	•	6.4	9.6	5.4	3.8	2.3	6.4	1.9	•	3.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1842	•	•	•	101	45	355	1605	2307	9594	7242	26207	92253
Inventories	18	2897	•	•	•	100	120	546	2188	3113	8408	15121	50956	149733
Net Property, Plant and Equipment	19	5566	•	•	214	27	179	685	2751	7115	16167	32901	63010	301105
Total Assets	20	16995	•	5	219	392	936	2222	7571	14989	38544	73532	151654	970407

Notes and Loans Payable **21**	4746	•	•	236	92	424	812	2674	6271	7228	35925	70871	245313
All Other Liabilities **22**	3869	•	0	•	88	65	322	1745	2379	9235	13730	21641	232778
Net Worth **23**	8379	•	5	-17	212	447	1088	3152	6339	22082	23878	59142	492315

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	0.3	3.4	2.4	1.8	2.5	1.3	1.8	1.5	1.8	1.4
Quick Ratio **25**	0.6	•	8.8	0.3	1.4	1.8	1.0	1.2	0.7	0.9	0.5	0.6	0.6
Net Sales to Working Capital **26**	9.9	•	0.2	•	5.5	4.3	9.9	9.7	15.1	8.6	10.4	6.4	10.3
Coverage Ratio **27**	4.5	•	•	1.0	•	2.4	1.3	5.1	2.0	7.9	1.4	1.0	5.2
Total Asset Turnover **28**	1.2	•	0.2	0.4	3.5	1.4	2.5	3.6	1.7	2.0	1.3	1.5	1.1
Inventory Turnover **29**	8.8	•	•	•	•	•	•	•	•	•	8.5	7.3	7.7
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	0.0	•	0.9	1.1	1.1	1.4	1.4	0.8	2.1	1.6	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.7	•	1.0	•	45.9	52.3	51.0	58.4	57.7	42.7	67.5	61.0	49.3
Return on Assets **33**	9.6	•	6.9	7.3	10.4	9.5	4.2	13.1	6.2	11.1	5.0	2.3	10.3
Return on Equity **34**	10.1	•	5.9	0.8	19.2	11.4	1.7	25.2	4.2	13.2	•	•	10.8
Return Before Interest on Equity **35**	19.5	•	6.9	•	19.2	19.8	8.5	31.3	14.7	19.4	15.4	6.0	20.4
Profit Margin, Before Income Tax **36**	6.1	•	•	•	2.9	4.0	0.3	3.0	1.9	5.0	1.1	•	7.9
Profit Margin, After Income Tax **37**	4.0	•	•	•	2.9	4.0	0.3	3.0	1.1	3.9	•	•	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.9	62.9	62.9	65.2	63.2	61.2	61.3	60.4	61.0	60.8
Operating Margin (%) **39**	0.6	0.1	0.2	•	2.5	2.5	2.9	3.1	2.8	2.6
Oper. Margin Before Officers Comp. (%) **40**	1.4	0.9	1.2	•	3.4	3.5	4.1	4.0	3.8	3.7
Average Net Receivables ($) **41**	1912	1704	1402	2848	1922	1907	2848	2017	1985	1842
Average Inventories ($) **42**	2023	1734	1763	3405	2415	2678	4363	3419	3524	2897
Average Net Worth ($) **43**	4249	3511	3408	8235	6981	7599	13441	9081	9732	8379
Current Ratio (x1) **44**	1.4	1.5	1.6	1.4	1.6	1.4	1.7	1.5	1.5	1.5
Quick Ratio (x1) **45**	0.7	0.7	0.7	0.7	0.7	0.6	0.7	0.6	0.6	0.6
Coverage Ratio (x1) **46**	2.0	2.3	2.2	2.4	4.0	3.5	4.0	4.4	4.7	4.5
Asset Turnover (x1) **47**	1.3	1.0	1.3	1.0	1.3	1.2	1.3	1.2	1.3	1.2
Total Liabilities/Net Worth (x1) **48**	1.9	2.2	1.9	1.9	1.2	1.2	0.9	1.1	1.0	1.0
Return on Assets (x1) **49**	7.7	7.7	10.1	11.1	15.3	11.3	11.2	10.7	9.5	9.6
Return on Equity (%) **50**	5.9	8.1	10.6	13.1	16.6	11.7	11.2	11.8	10.1	10.1

SUGAR AND CONFECTIONERY PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	681	12	225	•	171	58	131	25	34	12	4	•	9
Revenues ($ in Thousands)														
Net Sales	2	15873563	•	189	•	236995	37269	750447	867879	926451	901677	630186	•	11522470
Portfolio Income	3	358759	576	•	•	•	412	2999	•	2315	749	595	•	351111
Other Revenues	4	141991	16	•	•	110	•	2417	-1094	8786	2156	215	•	129386
Total Revenues	5	16374313	592	189	•	237105	37681	755863	866785	937552	904582	630996	•	12002967
Average Total Revenues	6	24045	49	1	•	1387	650	5770	34671	27575	75382	157749	•	1333663
Operating Costs/Operating Income (%)														
Cost of Operations	7	58.1	•	27.0	•	72.0	59.1	57.2	75.0	72.5	67.3	73.4	•	53.9
Salaries and Wages	8	5.2	•	•	•	2.2	•	13.5	6.4	4.0	5.6	1.8	•	4.9
Taxes Paid	9	1.8	•	•	•	2.0	2.1	3.1	1.0	1.8	1.7	1.1	•	1.9
Interest Paid	10	1.5	•	•	•	•	•	1.4	0.3	1.7	0.7	1.3	•	1.6
Depreciation, Depletion, Amortization	11	3.2	•	•	•	1.2	1.8	2.3	0.8	3.8	3.4	3.5	•	3.4
Pensions and Other Benefits	12	2.7	•	•	•	0.7	•	2.3	•	0.7	1.1	2.5	•	3.2
Other	13	21.9	•	30.2	•	15.6	6.9	12.7	10.6	9.3	13.8	9.4	•	25.8
Officers Compensation	14	1.0	•	•	•	3.5	4.7	6.3	0.7	1.6	1.7	0.6	•	0.6
Operating Margin	15	4.6	•	43.4	•	2.9	25.3	1.2	5.2	4.6	4.7	6.4	•	4.7
Oper. Margin Before Officers Compensation	16	5.7	•	43.4	•	6.4	30.0	7.4	5.9	6.2	6.4	7.0	•	5.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2059	•	•	•	101	34	432	2126	2487	9594	17076	•	111697
Inventories	18	3047	•	•	•	100	15	625	1767	3306	8408	20080	•	181976
Net Property, Plant and Equipment	19	5812	•	•	•	27	75	763	2565	6877	16167	49253	•	351095
Total Assets	20	18903	•	5	•	392	878	2436	7693	15407	38544	93566	•	1209073

Notes and Loans Payable **21**	4384	•	•	•	92	111	918	1219	5890	7228	35223	•	264921
All Other Liabilities **22**	4440	•	0	•	88	1	405	2038	2578	9235	18361	•	292555
Net Worth **23**	10079	•	5	•	212	766	1113	4436	6939	22082	39982	•	651597

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	•	3.4	•	1.9	2.0	1.7	1.8	2.1	•	1.6
Quick Ratio **25**	0.7	•	8.8	•	1.4	•	1.0	1.2	0.8	0.9	0.9	•	0.6
Net Sales to Working Capital **26**	8.0	•	0.2	•	5.5	0.9	8.3	14.3	9.5	8.6	7.2	•	7.9
Coverage Ratio **27**	6.8	•	•	•	•	•	2.3	•	4.3	7.9	6.2	•	7.0
Total Asset Turnover **28**	1.2	•	0.2	•	3.5	0.7	2.4	4.5	1.8	2.0	1.7	•	1.1
Inventory Turnover **29**	8.9	•	•	•	•	•	•	•	•	•	•	•	7.6
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	0.0	•	0.9	0.2	1.2	0.7	1.2	0.8	1.4	•	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	46.7	•	1.0	•	45.9	12.8	54.3	42.3	55.0	42.7	57.3	•	46.1
Return on Assets **33**	12.2	•	6.9	•	10.4	18.5	7.7	24.1	13.3	11.1	13.1	•	12.1
Return on Equity **34**	13.8	•	5.9	•	19.2	21.2	9.4	39.8	19.3	13.2	17.1	•	13.0
Return Before Interest on Equity **35**	22.9	•	6.9	•	19.2	21.2	16.9	•	29.6	19.4	30.7	•	22.4
Profit Margin, Before Income Tax **36**	8.4	•	•	•	2.9	25.3	1.9	5.1	5.8	5.0	6.5	•	9.8
Profit Margin, After Income Tax **37**	6.0	•	•	•	2.9	25.3	1.8	5.1	4.9	3.9	4.4	•	6.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.2	61.9	62.2	66.3	62.5	60.0	59.3	57.9	59.0	58.1
Operating Margin (%) **39**	3.2	1.0	1.1	•	4.1	4.1	4.5	4.9	4.6	4.6
Oper. Margin Before Officers Comp. (%) **40**	4.1	1.8	2.0	0.8	4.9	5.0	5.7	5.9	5.4	5.7
Average Net Receivables ($) **41**	1869	4789	2644	2912	2643	4067	3490	2239	2602	2059
Average Inventories ($) **42**	2782	4659	3335	3919	3384	5738	5445	3720	4410	3047
Average Net Worth ($) **43**	8498	10021	6910	13376	9792	18080	17622	11507	14255	10079
Current Ratio (x1) **44**	1.8	1.5	1.7	1.6	1.6	1.5	1.7	1.6	1.6	1.7
Quick Ratio (x1) **45**	0.8	0.8	0.7	0.7	0.7	0.7	0.8	0.6	0.6	0.7
Coverage Ratio (x1) **46**	4.5	2.6	2.5	4.4	5.6	4.9	5.5	6.1	6.9	6.8
Asset Turnover (x1) **47**	1.4	1.0	1.2	0.9	1.4	1.2	1.2	1.2	1.2	1.2
Operating Leverage **48**	0.9	0.3	1.1	0.1	72.4	1.0	1.1	1.1	0.9	1.0
Financial Leverage **49**	1.0	0.8	1.1	1.3	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	0.9	0.3	1.1	0.1	74.4	1.0	1.1	1.1	0.9	1.0

MALT LIQUORS AND MALT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	60	•	•	•	•	•	49	•	•	3	•	3	5
Revenues ($ in Thousands)														
Net Sales	2	18250417	•	•	•	•	•	273218	•	•	96482	•	436884	17443833
Portfolio Income	3	198188	•	•	•	•	•	907	•	•	311	•	8032	188937
Other Revenues	4	272070	•	•	•	•	•	1522	•	•	610	•	206	269733
Total Revenues	5	18720675	•	•	•	•	•	275647	•	•	97403	•	445122	17902503
Average Total Revenues	6	312011	•	•	•	•	•	5625	•	•	32468	•	148374	3580501
Operating Costs/Operating Income (%)														
Cost of Operations	7	50.6	•	•	•	•	•	65.7	•	•	73.4	•	67.1	49.9
Salaries and Wages	8	1.6	•	•	•	•	•	8.0	•	•	2.1	•	2.5	1.5
Taxes Paid	9	14.3	•	•	•	•	•	2.5	•	•	1.3	•	10.1	14.7
Interest Paid	10	2.0	•	•	•	•	•	•	•	•	0.3	•	1.1	2.1
Depreciation, Depletion, Amortization	11	5.1	•	•	•	•	•	1.6	•	•	13.3	•	4.0	5.1
Pensions and Other Benefits	12	2.6	•	•	•	•	•	1.3	•	•	1.6	•	1.4	2.7
Other	13	18.5	•	•	•	•	•	8.5	•	•	4.8	•	12.7	18.9
Officers Compensation	14	0.3	•	•	•	•	•	3.8	•	•	2.7	•	0.4	0.3
Operating Margin	15	5.0	•	•	•	•	•	8.6	•	•	0.5	•	0.7	5.0
Oper. Margin Before Officers Compensation	16	5.3	•	•	•	•	•	12.5	•	•	3.2	•	1.1	5.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	27332	•	•	•	•	•	301	•	•	3251	•	15201	313967
Inventories	18	18671	•	•	•	•	•	309	•	•	2369	•	20613	207238
Net Property, Plant and Equipment	19	149720	•	•	•	•	•	521	•	•	37177	•	55152	1736134
Total Assets	20	412005	•	•	•	•	•	2766	•	•	52815	•	121993	4812068

Notes and Loans Payable **21**	163128	•	•	•	•	•	3	•	•	8961	•	28523	1935022
All Other Liabilities **22**	90274	•	•	•	•	•	294	•	•	10136	•	33524	1054219
Net Worth **23**	158602	•	•	•	•	•	2469	•	•	33718	•	59946	1822828

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	•	•	•	•	7.2	•	•	1.1	•	1.1	0.8
Quick Ratio **25**	0.5	•	•	•	•	•	6.2	•	•	0.5	•	0.5	0.5
Net Sales to Working Capital **26**	•	•	•	•	•	•	3.0	•	•	•	•	41.6	•
Coverage Ratio **27**	4.8	•	•	•	•	•	•	•	•	5.4	•	4.0	4.7
Total Asset Turnover **28**	0.7	•	•	•	•	•	2.0	•	•	0.6	•	1.2	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	9.5	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	•	•	•	0.1	•	•	0.6	•	1.0	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.5	•	•	•	•	•	10.7	•	•	36.2	•	50.9	62.1
Return on Assets **33**	7.1	•	•	•	•	•	19.0	•	•	1.1	•	5.2	7.1
Return on Equity **34**	9.2	•	•	•	•	•	20.1	•	•	•	•	5.4	9.2
Return Before Interest on Equity **35**	18.3	•	•	•	•	•	21.3	•	•	1.7	•	10.5	18.6
Profit Margin, Before Income Tax **36**	7.6	•	•	•	•	•	9.4	•	•	1.4	•	3.3	7.7
Profit Margin, After Income Tax **37**	4.8	•	•	•	•	•	8.9	•	•	•	•	2.2	4.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	57.5	57.2	56.0	55.6	55.9	56.4	54.1	53.0	49.9	50.6
Operating Margin (%) **39**	0.9	2.5	2.0	1.7	1.8	3.8	4.6	5.0	5.1	5.0
Oper. Margin Before Officers Comp. (%) **40**	1.2	2.9	2.5	2.3	2.3	4.2	5.1	5.6	5.5	5.3
Average Net Receivables ($) **41**	12792	12956	62605	93254	11739	14738	16593	39607	48289	27332
Average Inventories ($) **42**	10680	14699	59530	84534	9016	9488	11540	26174	29162	18671
Average Net Worth ($) **43**	59655	76020	304255	447075	50928	62311	79869	192074	237188	158602
Current Ratio (x1) **44**	1.2	1.1	1.0	1.0	0.8	1.1	1.2	1.8	0.9	0.9
Quick Ratio (x1) **45**	0.7	0.6	0.5	0.5	0.4	0.6	0.7	1.1	0.6	0.5
Coverage Ratio (x1) **46**	2.9	4.4	3.0	2.6	2.5	3.2	4.4	4.9	4.7	4.8
Asset Turnover (x1) **47**	1.4	1.4	1.0	1.0	0.8	0.8	0.9	0.8	0.8	0.7
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.9	1.9	2.6	1.8	1.4	1.4	1.6	1.6
Return on Assets (x1) **49**	6.9	9.2	7.2	7.7	7.3	8.2	7.3	7.4	7.1	7.1
Return on Equity (%) **50**	5.5	8.7	7.3	7.3	10.3	10.4	8.9	9.2	9.3	9.2

MALT LIQUORS AND MALT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	57	•	•	•	•	•	•	4	•	•	•	3	•
Revenues ($ in Thousands)														
Net Sales	2	16765367	•	•	•	•	•	•	77666	•	•	•	436884	•
Portfolio Income	3	122110	•	•	•	•	•	•	450	•	•	•	8032	•
Other Revenues	4	238851	•	•	•	•	•	•	1257	•	•	•	206	•
Total Revenues	5	17126328	•	•	•	•	•	•	79373	•	•	•	445122	•
Average Total Revenues	6	300462	•	•	•	•	•	•	19843	•	•	•	148374	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	49.8	•	•	•	•	•	•	60.9	•	•	•	67.1	•
Salaries and Wages	8	1.6	•	•	•	•	•	•	2.6	•	•	•	2.5	•
Taxes Paid	9	13.8	•	•	•	•	•	•	2.0	•	•	•	10.1	•
Interest Paid	10	1.9	•	•	•	•	•	•	0.4	•	•	•	1.1	•
Depreciation, Depletion, Amortization	11	4.7	•	•	•	•	•	•	7.3	•	•	•	4.0	•
Pensions and Other Benefits	12	2.6	•	•	•	•	•	•	1.6	•	•	•	1.4	•
Other	13	18.8	•	•	•	•	•	•	6.8	•	•	•	12.7	•
Officers Compensation	14	0.3	•	•	•	•	•	•	4.4	•	•	•	0.4	•
Operating Margin	15	6.6	•	•	•	•	•	•	14.2	•	•	•	0.7	•
Oper. Margin Before Officers Compensation	16	6.9	•	•	•	•	•	•	18.6	•	•	•	1.1	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	27573	•	•	•	•	•	•	713	•	•	•	15201	•
Inventories	18	18203	•	•	•	•	•	•	434	•	•	•	20613	•
Net Property, Plant and Equipment	19	147861	•	•	•	•	•	•	15287	•	•	•	55152	•
Total Assets	20	413819	•	•	•	•	•	•	22009	•	•	•	121993	•

Notes and Loans Payable **21**	163083	•	•	•	•	•	•	1968	•	•	•	28523	•
All Other Liabilities **22**	84725	•	•	•	•	•	•	3390	•	•	•	33524	•
Net Worth **23**	166012	•	•	•	•	•	•	16650	•	•	•	59946	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	•	•	•	•	•	1.2	•	•	•	1.1	•
Quick Ratio **25**	0.5	•	•	•	•	•	•	0.9	•	•	•	0.5	•
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	41.4	•	•	•	41.6	•
Coverage Ratio **27**	5.7	•	•	•	•	•	•	•	•	•	•	4.0	•
Total Asset Turnover **28**	0.7	•	•	•	•	•	•	0.9	•	•	•	1.2	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	9.5	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	•	•	0.3	•	•	•	1.0	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.9	•	•	•	•	•	•	24.4	•	•	•	50.9	•
Return on Assets **33**	7.5	•	•	•	•	•	•	14.4	•	•	•	5.2	•
Return on Equity **34**	10.1	•	•	•	•	•	•	17.3	•	•	•	5.4	•
Return Before Interest on Equity **35**	18.7	•	•	•	•	•	•	19.0	•	•	•	10.5	•
Profit Margin, Before Income Tax **36**	8.7	•	•	•	•	•	•	15.9	•	•	•	3.3	•
Profit Margin, After Income Tax **37**	5.7	•	•	•	•	•	•	14.8	•	•	•	2.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	57.0	56.0	56.4	56.2	55.7	55.9	53.8	52.2	50.2	49.8
Operating Margin (%) **39**	1.2	3.2	5.2	5.3	3.8	4.1	4.8	5.9	6.2	6.6
Oper. Margin Before Officers Comp. (%) **40**	1.5	3.6	5.7	6.0	4.4	4.5	5.3	6.4	6.5	6.9
Average Net Receivables ($) **41**	68393	26987	118385	186945	82185	250290	36989	60455	53029	27573
Average Inventories ($) **42**	55659	30655	105780	156466	60451	156176	24664	37813	31070	18203
Average Net Worth ($) **43**	321765	159006	684976	1024352	375454	1064347	179386	302344	266965	166012
Current Ratio (×1) **44**	1.3	1.1	1.0	1.1	0.8	1.1	1.2	1.9	0.9	0.9
Quick Ratio (×1) **45**	0.7	0.6	0.5	0.6	0.4	0.6	0.7	1.1	0.6	0.5
Coverage Ratio (×1) **46**	3.2	4.8	5.6	5.8	4.1	3.3	4.6	5.5	5.1	5.7
Asset Turnover (×1) **47**	1.4	1.3	1.0	0.9	0.8	0.8	0.9	0.8	0.7	0.7
Operating Leverage **48**	1.0	2.6	1.7	1.0	0.7	1.1	1.2	1.2	1.1	1.1
Financial Leverage **49**	1.1	1.1	1.2	1.1	0.9	0.9	1.1	1.1	1.0	1.0
Total Leverage **50**	1.0	2.9	1.9	1.1	0.7	1.0	1.4	1.3	1.0	1.1

ALCOHOLIC BEVERAGES, EXCEPT MALT LIQUORS AND MALT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	785	•	•	•	240	171	264	41	31	16	8	8	6
Revenues ($ in Thousands)														
Net Sales	2	9685792	•	•	•	85694	182095	380853	165123	434699	347305	491244	1417091	6181688
Portfolio Income	3	586054	•	•	•	117	541	690	126	888	49656	9573	21669	502795
Other Revenues	4	155224	•	•	•	1031	1605	-4458	-2359	14357	2227	5583	8203	129034
Total Revenues	5	10427070	•	•	•	86842	184241	377085	162890	449944	399188	506400	1446963	6813517
Average Total Revenues	6	13283	•	•	•	362	1077	1428	3973	14514	24949	63300	180870	1135586
Operating Costs/Operating Income (%)														
Cost of Operations	7	56.9	•	•	•	40.4	54.0	47.4	48.0	37.2	69.1	64.2	54.9	58.6
Salaries and Wages	8	5.9	•	•	•	20.8	2.8	6.6	8.3	4.9	4.3	5.5	4.0	6.4
Taxes Paid	9	8.5	•	•	•	5.3	20.2	6.0	3.8	22.6	2.1	7.6	11.4	7.3
Interest Paid	10	5.0	•	•	•	7.0	1.4	2.3	3.8	2.0	4.9	3.4	2.9	6.1
Depreciation, Depletion, Amortization	11	3.1	•	•	•	1.9	2.8	4.6	9.9	3.9	3.9	3.9	3.5	2.5
Pensions and Other Benefits	12	1.9	•	•	•	6.8	•	0.6	1.6	0.9	2.0	1.4	0.8	2.3
Other	13	16.0	•	•	•	11.4	16.5	14.7	3.4	16.2	16.2	6.8	11.9	18.1
Officers Compensation	14	1.4	•	•	•	9.6	2.8	3.3	10.9	1.7	2.4	1.7	0.8	0.9
Operating Margin	15	1.4	•	•	•	•	•	14.6	10.4	10.8	•	5.7	9.9	•
Oper. Margin Before Officers Compensation	16	2.8	•	•	•	6.6	2.4	17.8	21.3	12.5	•	7.4	10.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13904	•	•	•	20	73	288	230	1839	3572	10511	27344	1732455
Inventories	18	3492	•	•	•	177	96	818	3135	5324	10266	28564	54610	223910
Net Property, Plant and Equipment	19	3267	•	•	•	63	341	671	3369	6214	10723	25045	57421	191963
Total Assets	20	42394	•	•	•	398	662	2197	7532	16191	31199	81502	176540	4852621

Notes and Loans Payable **21**	12176	•	•	•	325	1168	929	3174	5954	18992	27445	69316	1273695
All Other Liabilities **22**	12200	•	•	•	39	247	271	698	1719	3325	22622	34453	1477069
Net Worth **23**	18018	•	•	•	34	-753	997	3660	8518	8882	31435	72771	2101857

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	•	•	4.5	1.8	3.2	1.7	2.5	1.4	1.6	2.7	1.3
Quick Ratio **25**	1.0	•	•	•	0.7	1.2	1.0	0.2	0.9	0.5	0.5	1.1	1.0
Net Sales to Working Capital **26**	2.6	•	•	•	1.5	7.7	1.7	2.7	2.7	5.0	3.6	2.9	2.5
Coverage Ratio **27**	2.9	•	•	•	0.8	1.6	7.0	3.4	8.3	3.1	3.7	5.1	2.4
Total Asset Turnover **28**	0.3	•	•	•	0.9	1.6	0.7	0.5	0.9	0.7	0.8	1.0	0.2
Inventory Turnover **29**	4.0	•	•	•	1.6	•	1.7	1.2	2.0	2.9	2.8	3.6	5.4
Receivables Turnover **30**	1.8	•	•	•	•	•	•	•	•	•	•	•	1.2
Total Liabilities to Net Worth **31**	1.4	•	•	•	10.6	•	1.2	1.1	0.9	2.5	1.6	1.4	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.5	•	•	•	91.4	•	54.6	51.4	47.4	71.5	61.4	58.8	56.7
Return on Assets **33**	4.2	•	•	•	4.8	3.4	10.4	6.9	14.0	10.6	9.4	15.0	3.1
Return on Equity **34**	5.3	•	•	•	•	•	13.2	10.0	23.4	21.4	14.2	21.0	3.6
Return Before Interest on Equity **35**	9.8	•	•	•	•	•	22.9	14.2	26.7	•	24.3	•	7.1
Profit Margin, Before Income Tax **36**	9.3	•	•	•	•	0.7	13.6	9.1	14.3	10.3	9.0	12.0	8.4
Profit Margin, After Income Tax **37**	7.7	•	•	•	•	0.7	9.1	9.1	14.2	8.8	7.3	8.6	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.6	61.9	64.9	64.4	63.3	60.5	60.1	60.0	56.4	56.9
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	1.3	1.4
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	2.7	2.8
Average Net Receivables ($) **41**	7814	6448	5210	7829	9385	9845	8475	9945	9432	13904
Average Inventories ($) **42**	1649	1546	2014	2875	3809	3222	3354	3200	2728	3492
Average Net Worth ($) **43**	9492	9691	10178	14946	19884	16375	14964	14850	13229	18018
Current Ratio (x1) **44**	1.6	1.7	1.6	1.6	2.6	1.8	1.9	1.8	1.6	1.3
Quick Ratio (x1) **45**	1.1	1.1	1.0	1.0	1.7	1.3	1.3	1.2	1.0	1.0
Coverage Ratio (x1) **46**	1.8	2.0	3.3	3.1	2.5	3.0	2.5	3.2	3.2	2.9
Asset Turnover (x1) **47**	0.4	0.4	0.4	0.4	0.5	0.4	0.4	0.4	0.3	0.3
Total Liabilities/Net Worth (x1) **48**	1.4	1.3	1.2	1.1	1.0	1.1	1.1	1.2	1.4	1.4
Return on Assets (x1) **49**	4.3	4.4	5.6	6.5	7.2	5.5	4.7	6.3	4.6	4.2
Return on Equity (%) **50**	3.1	3.1	6.1	6.6	6.3	5.8	4.9	7.3	6.4	5.3

ALCOHOLIC BEVERAGES, EXCEPT MALT LIQUORS AND MALT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	573	•	•	•	171	107	217	21	24	12	8	8	6
Revenues ($ in Thousands)														
Net Sales	2	9489892	•	•	•	57856	176338	365300	140348	397508	262519	491244	1417091	6181688
Portfolio Income	3	584384	•	•	•	112	541	677	•	810	48206	9573	21669	502795
Other Revenues	4	159433	•	•	•	97	317	4058	-2364	13794	713	5583	8203	129034
Total Revenues	5	10233709	•	•	•	58065	177196	370035	137984	412112	311438	506400	1446963	6813517
Average Total Revenues	6	17860	•	•	•	340	1656	1705	6571	17171	25953	63300	180870	1135586
Operating Costs/Operating Income (%)														
Cost of Operations	7	56.7	•	•	•	49.2	54.7	46.8	41.3	34.7	66.0	64.2	54.9	58.6
Salaries and Wages	8	5.8	•	•	•	11.7	1.7	6.4	7.2	4.9	4.6	5.5	4.0	6.4
Taxes Paid	9	8.6	•	•	•	4.6	18.8	6.2	3.1	24.5	2.1	7.6	11.4	7.3
Interest Paid	10	5.0	•	•	•	10.3	1.4	2.3	3.1	1.4	4.7	3.4	2.9	6.1
Depreciation, Depletion, Amortization	11	2.9	•	•	•	2.7	1.1	4.5	5.8	3.8	3.1	3.9	3.5	2.5
Pensions and Other Benefits	12	1.9	•	•	•	0.6	•	0.5	1.8	0.8	2.0	1.4	0.8	2.3
Other	13	16.0	•	•	•	12.7	15.7	13.9	2.2	15.9	18.6	6.8	11.9	18.1
Officers Compensation	14	1.3	•	•	•	•	2.9	3.4	11.7	1.7	2.6	1.7	0.8	0.9
Operating Margin	15	1.9	•	•	•	8.2	3.7	16.1	24.0	12.4	•	5.7	9.9	•
Oper. Margin Before Officers Compensation	16	3.2	•	•	•	8.2	6.6	19.5	35.6	14.0	•	7.4	10.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	19006	•	•	•	28	114	344	291	1938	4049	10511	27344	1732455
Inventories	18	4476	•	•	•	248	137	901	3861	5281	7950	28564	54610	223910
Net Property, Plant and Equipment	19	4043	•	•	•	65	254	703	3425	4909	10354	25045	57421	191963
Total Assets	20	57084	•	•	•	379	744	2149	9021	15518	29687	81502	176540	4852621

Notes and Loans Payable **21**	15984	•	•	•	415	270	806	4304	5565	20318	27445	69316	1273695
All Other Liabilities **22**	16540	•	•	•	11	112	225	980	1777	2710	22622	34453	1477069
Net Worth **23**	24559	•	•	•	-48	361	1117	3736	8176	6659	31435	72771	2101857

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	•	•	•	3.5	3.8	2.0	2.7	1.0	1.6	2.7	1.3
Quick Ratio **25**	1.0	•	•	•	6.0	2.5	1.3	0.3	1.1	0.4	0.5	1.1	1.0
Net Sales to Working Capital **26**	2.6	•	•	•	1.1	4.7	1.7	2.9	2.9	•	3.6	2.9	2.5
Coverage Ratio **27**	3.0	•	•	•	1.8	4.0	8.7	8.2	12.3	4.2	3.7	5.1	2.4
Total Asset Turnover **28**	0.3	•	•	•	0.9	2.2	0.8	0.8	1.1	0.7	0.8	1.0	0.2
Inventory Turnover **29**	4.2	•	•	•	1.4	•	1.8	1.4	2.2	3.6	2.8	3.6	5.4
Receivables Turnover **30**	1.8	•	•	•	•	•	9.8	•	•	•	•	•	1.2
Total Liabilities to Net Worth **31**	1.3	•	•	•	•	1.1	0.9	1.4	0.9	3.5	1.6	1.4	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.0	•	•	•	•	51.4	48.0	58.6	47.3	77.6	61.4	58.8	56.7
Return on Assets **33**	4.3	•	•	•	16.9	12.2	15.4	18.8	18.6	14.5	9.4	15.0	3.1
Return on Equity **34**	5.7	•	•	•	•	18.7	19.3	39.8	32.4	•	14.2	21.0	3.6
Return Before Interest on Equity **35**	10.1	•	•	•	•	25.2	29.7	•	•	•	24.3	•	7.1
Profit Margin, Before Income Tax **36**	9.9	•	•	•	8.6	4.1	17.4	22.3	16.0	15.0	9.0	12.0	8.4
Profit Margin, After Income Tax **37**	8.4	•	•	•	7.5	4.1	12.8	22.3	16.0	12.9	7.3	8.6	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.3	64.8	63.0	63.0	62.2	59.9	59.3	57.9	55.3	56.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	2.9	2.4	1.9
Oper. Margin Before Officers Comp. (%) **40**	0.5	•	•	•	0.7	0.8	0.7	4.4	3.8	3.2
Average Net Receivables ($) **41**	74305	11493	6189	12440	17211	23142	18640	30059	18035	19006
Average Inventories ($) **42**	10952	2003	1599	3383	5651	6563	6306	7674	4763	4476
Average Net Worth ($) **43**	87417	16685	11770	24017	36298	38421	33554	45945	25369	24559
Current Ratio (×1) **44**	1.7	1.9	1.8	1.6	2.7	1.8	2.0	1.9	1.6	1.3
Quick Ratio (×1) **45**	1.3	1.3	1.2	1.1	2.0	1.3	1.4	1.5	1.0	1.0
Coverage Ratio (×1) **46**	2.3	2.6	4.5	4.2	3.1	3.6	3.1	5.6	3.7	3.0
Asset Turnover (×1) **47**	0.3	0.3	0.4	0.3	0.5	0.4	0.4	0.3	0.3	0.3
Operating Leverage **48**	•	7.1	0.5	2.4	0.1	0.3	4.4	•	0.8	0.8
Financial Leverage **49**	1.0	1.0	1.4	1.0	0.9	1.1	1.0	1.1	1.0	0.9
Total Leverage **50**	•	7.2	0.7	2.3	0.1	0.4	4.5	•	0.8	0.7

BOTTLED SOFT DRINKS AND FLAVORINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	745	23	•	101	•	87	300	53	100	31	18	19	13
Revenues ($ in Thousands)														
Net Sales	2	63745825	1105017	•	30231	•	119635	1829449	914195	3831742	2524820	2462321	4106489	46821925
Portfolio Income	3	1895945	4420	•	•	•	412	3878	1787	9156	6418	32887	33339	1803647
Other Revenues	4	5013649	10243	•	1629	•	19	10213	5546	45414	26263	41535	65363	4807425
Total Revenues	5	70655419	1119680	•	31860	•	120066	1843540	921528	3886312	2557501	2536743	4205191	53432997
Average Total Revenues	6	94839	48682	•	315	•	1380	6145	17387	38863	82500	140930	221326	4110231
Operating Costs/Operating Income (%)														
Cost of Operations	7	54.7	56.5	•	64.4	•	75.5	65.7	68.5	70.5	67.4	67.5	67.7	50.1
Salaries and Wages	8	11.9	9.5	•	25.6	•	8.0	7.9	8.1	6.6	8.4	9.7	9.5	13.2
Taxes Paid	9	2.1	1.3	•	4.8	•	2.2	2.4	1.9	1.6	1.4	2.0	1.7	2.3
Interest Paid	10	3.8	2.2	•	1.3	•	•	0.8	0.6	0.8	1.3	1.6	4.9	4.4
Depreciation, Depletion, Amortization	11	3.7	2.3	•	4.3	•	0.9	3.0	3.2	3.0	3.1	3.8	4.4	3.8
Pensions and Other Benefits	12	1.8	0.9	•	•	•	0.3	1.2	1.8	1.1	1.6	2.5	1.9	1.9
Other	13	24.2	26.5	•	49.2	•	18.4	10.2	10.4	10.8	14.8	10.4	9.5	28.6
Officers Compensation	14	0.7	14.9	•	16.6	•	5.9	4.6	2.9	1.3	0.5	1.1	0.5	0.2
Operating Margin	15	•	•	•	•	•	•	4.3	2.7	4.5	1.6	1.4	•	•
Oper. Margin Before Officers Compensation	16	•	1.0	•	•	•	•	8.9	5.6	5.7	2.0	2.5	0.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	83703	•	•	8	•	137	488	2050	2839	6393	13954	26019	4681766
Inventories	18	3909	•	•	12	•	120	426	1227	2371	4163	7473	16873	145103
Net Property, Plant and Equipment	19	19258	•	•	62	•	82	889	2669	5797	11764	20401	40223	911511
Total Assets	20	160909	•	•	149	•	607	2669	7740	15789	34083	75043	173344	8562968

Notes and Loans Payable **21**	39306	•	•	54	•	109	595	1217	4846	13520	26284	114937	1958808
All Other Liabilities **22**	94051	•	•	52	•	90	398	1378	3141	9959	13478	36100	5254729
Net Worth **23**	27552	•	•	44	•	408	1676	5145	7802	10604	35282	22306	1349431

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	•	0.3	•	4.4	2.3	2.2	1.5	1.1	1.7	1.2	0.9
Quick Ratio **25**	0.8	•	•	0.1	•	3.0	1.4	1.4	0.9	0.7	1.2	0.7	0.8
Net Sales to Working Capital **26**	•	•	•	•	•	4.5	8.9	7.7	16.6	•	11.7	29.6	•
Coverage Ratio **27**	3.4	•	•	•	•	•	7.1	6.5	8.4	3.2	3.8	1.5	3.6
Total Asset Turnover **28**	0.5	•	•	2.0	•	2.3	2.3	2.2	2.4	2.4	1.8	1.3	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	2.1	•	•	•	•	•	•	•	•	•	•	•	1.5
Total Liabilities to Net Worth **31**	4.9	•	•	2.4	•	0.5	0.6	0.5	1.0	2.2	1.1	6.8	5.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	82.9	•	•	70.7	•	32.8	37.2	33.5	50.6	68.9	53.0	87.1	84.3
Return on Assets **33**	6.8	•	•	•	•	•	13.5	9.2	16.2	9.9	11.2	9.0	6.6
Return on Equity **34**	18.4	•	•	•	•	•	16.5	8.4	20.8	16.8	13.8	14.4	19.9
Return Before Interest on Equity **35**	•	•	•	•	•	•	21.5	13.8	32.8	31.8	23.8	•	•
Profit Margin, Before Income Tax **36**	9.1	•	•	•	•	•	5.1	3.5	5.9	2.8	4.5	2.3	11.3
Profit Margin, After Income Tax **37**	5.9	•	•	•	•	•	4.5	2.5	4.2	2.2	3.6	1.5	7.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	58.0	56.4	55.6	57.3	56.5	57.2	56.5	55.3	54.5	54.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	6161	11521	8620	17051	21653	30239	67838	76846	81960	83703
Average Inventories ($) **42**	1749	2714	1953	2332	2563	3057	3960	3821	3843	3909
Average Net Worth ($) **43**	7279	14998	11014	17293	21235	20814	25313	27107	25932	27552
Current Ratio (×1) **44**	1.1	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9
Quick Ratio (×1) **45**	0.8	0.7	0.8	0.8	0.7	0.8	0.9	0.9	0.8	0.8
Coverage Ratio (×1) **46**	2.2	2.6	2.1	2.4	3.0	2.2	2.3	2.6	3.3	3.4
Asset Turnover (×1) **47**	1.1	0.7	0.8	0.8	0.7	0.7	0.6	0.5	0.5	0.5
Total Liabilities/Net Worth (×1) **48**	1.9	2.2	2.1	2.4	2.5	3.3	4.6	4.6	5.2	4.9
Return on Assets (×1) **49**	9.1	7.5	7.5	9.0	12.2	8.4	6.9	6.3	6.8	6.8
Return on Equity (%) **50**	8.2	8.1	7.5	12.1	18.5	12.5	13.4	13.3	19.5	18.4

BOTTLED SOFT DRINKS AND FLAVORINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	512	•	•	•	•	42	279	39	82	21	15	13	•
Revenues ($ in Thousands)														
Net Sales	2	59637015	•	•	•	•	68052	1724062	659680	3010430	1962480	2219714	2994828	•
Portfolio Income	3	1882402	•	•	•	•	252	3878	1553	7555	6228	31730	24227	•
Other Revenues	4	4968395	•	•	•	•	11	10198	5112	42228	21586	39463	61989	•
Total Revenues	5	66487812	•	•	•	•	68315	1738138	666345	3060213	1990294	2290907	3081044	•
Average Total Revenues	6	129859	•	•	•	•	1627	6230	17086	37320	94776	152727	237003	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	53.7	•	•	•	•	87.9	66.1	68.1	67.0	64.6	68.9	68.4	•
Salaries and Wages	8	12.1	•	•	•	•	3.4	7.6	8.7	6.8	9.6	9.7	9.3	•
Taxes Paid	9	2.1	•	•	•	•	1.9	2.4	1.8	1.7	1.6	2.0	1.7	•
Interest Paid	10	3.8	•	•	•	•	•	0.9	0.4	0.9	1.2	1.2	3.5	•
Depreciation, Depletion, Amortization	11	3.6	•	•	•	•	0.9	3.1	2.5	2.9	2.8	3.5	4.1	•
Pensions and Other Benefits	12	1.8	•	•	•	•	0.5	1.1	1.2	1.2	1.7	2.7	1.8	•
Other	13	24.9	•	•	•	•	2.2	10.4	8.3	11.4	14.8	9.2	9.6	•
Officers Compensation	14	0.4	•	•	•	•	3.4	3.9	2.9	1.4	0.4	1.0	0.5	•
Operating Margin	15	•	•	•	•	•	•	4.6	6.1	6.9	3.7	1.9	1.3	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	3.2	8.5	9.0	8.3	4.0	2.9	1.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	120967	•	•	•	•	120	495	1969	2620	7555	14081	26721	•
Inventories	18	5204	•	•	•	•	104	440	1343	2214	4224	8181	17931	•
Net Property, Plant and Equipment	19	26460	•	•	•	•	145	897	2108	5367	10626	21439	44217	•
Total Assets	20	229089	•	•	•	•	578	2630	7257	15564	35698	76404	171519	•

Notes and Loans Payable **21**	53853	•	•	•	•	•	639	662	3881	12216	20794	97044	•
All Other Liabilities **22**	135582	•	•	•	•	6	420	1114	3006	10646	14778	34186	•
Net Worth **23**	39654	•	•	•	•	573	1571	5481	8677	12835	40832	40289	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	•	•	•	•	2.1	3.6	1.6	1.4	1.9	1.3	•
Quick Ratio **25**	0.8	•	•	•	•	•	1.2	2.3	1.0	0.9	1.3	0.8	•
Net Sales to Working Capital **26**	•	•	•	•	•	7.1	9.5	5.5	14.2	21.0	10.4	19.3	•
Coverage Ratio **27**	3.7	•	•	•	•	•	7.1	•	10.7	5.4	5.3	2.2	•
Total Asset Turnover **28**	0.5	•	•	•	•	2.8	2.4	2.3	2.4	2.6	1.9	1.4	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	1.9	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.8	•	•	•	•	0.0	0.7	0.3	0.8	1.8	0.9	3.3	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	82.7	•	•	•	•	1.0	40.3	24.5	44.3	64.1	46.6	76.5	•
Return on Assets **33**	7.2	•	•	•	•	0.6	14.8	17.5	22.2	16.2	12.4	10.2	•
Return on Equity **34**	20.4	•	•	•	•	0.5	19.1	17.7	27.3	30.7	15.0	17.0	•
Return Before Interest on Equity **35**	•	•	•	•	•	0.6	24.8	23.1	•	•	23.3	•	•
Profit Margin, Before Income Tax **36**	10.3	•	•	•	•	0.2	5.4	7.1	8.5	5.1	5.2	4.1	•
Profit Margin, After Income Tax **37**	7.0	•	•	•	•	0.2	4.9	5.7	6.5	4.2	4.1	3.0	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	59.8	55.9	55.1	55.5	54.9	56.6	55.4	54.4	53.4	53.7
Operating Margin (%) **39**	1.5	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.3	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	2529	13129	14141	26276	23158	43095	98448	103033	95645	120967
Average Inventories ($) **42**	2200	2828	2905	3028	2142	3682	4731	4349	3960	5204
Average Net Worth ($) **43**	9061	14947	13657	26531	20819	27881	34566	35554	28448	39654
Current Ratio (x1) **44**	1.5	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9
Quick Ratio (x1) **45**	0.9	0.7	0.8	0.8	0.8	0.8	0.9	0.9	0.8	0.8
Coverage Ratio (x1) **46**	3.8	3.4	3.0	3.1	4.3	2.9	3.2	3.5	4.0	3.7
Asset Turnover (x1) **47**	1.3	0.8	0.8	0.8	0.7	0.7	0.6	0.5	0.5	0.5
Operating Leverage **48**	•	•	1.2	1.3	1.7	0.7	0.9	1.7	0.8	0.9
Financial Leverage **49**	1.2	1.0	1.0	1.1	1.1	0.9	1.0	1.1	1.1	1.0
Total Leverage **50**	•	•	1.2	1.4	1.9	0.6	0.9	1.8	0.8	0.8

OTHER FOOD AND KINDRED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4539	27	1778	472	773	466	585	119	172	68	37	27	15
Revenues ($ in Thousands)														
Net Sales	2	73581291	183122	288798	177714	750711	1144790	3503475	1435489	4894306	4156932	4848604	5394402	46802948
Portfolio Income	3	1454426	482	13573	363	1339	1260	6185	2296	14307	17161	38124	92451	1266886
Other Revenues	4	978570	2424	•	5752	1985	2824	23928	16154	49662	12615	36656	119226	707343
Total Revenues	5	76014287	186028	302371	183829	754035	1148874	3533588	1453939	4958275	4186708	4923384	5606079	48777177
Average Total Revenues	6	16747	6890	170	389	975	2465	6040	12218	28827	61569	133064	207633	3251812
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.2	74.3	76.4	51.8	61.3	70.2	76.4	73.0	74.9	70.3	75.2	72.2	71.7
Salaries and Wages	8	4.5	4.7	3.5	5.6	9.3	4.2	5.9	5.4	4.7	4.3	3.7	5.9	4.2
Taxes Paid	9	1.3	1.2	1.8	2.1	2.5	2.4	1.7	1.3	1.7	1.4	1.2	1.6	1.1
Interest Paid	10	2.7	4.3	2.0	1.6	0.7	0.9	1.2	1.3	1.4	2.1	1.4	1.8	3.4
Depreciation, Depletion, Amortization	11	3.0	2.9	2.8	13.0	2.7	2.1	3.0	3.0	3.2	3.1	3.5	3.9	2.8
Pensions and Other Benefits	12	1.3	0.6	•	0.9	1.8	1.1	0.9	0.6	1.1	1.1	1.0	1.3	1.4
Other	13	14.6	27.4	33.9	25.2	15.8	12.5	10.6	12.4	9.2	15.1	10.5	13.0	15.9
Officers Compensation	14	0.8	1.1	•	11.5	6.8	3.6	1.9	1.5	1.7	1.2	0.8	0.8	0.3
Operating Margin	15	•	•	•	•	•	3.1	•	1.5	2.3	1.5	2.9	•	•
Oper. Margin Before Officers Compensation	16	0.6	•	•	•	5.9	6.7	0.5	3.0	4.0	2.7	3.7	0.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1960	•	7	19	75	179	478	900	2693	6119	13394	23195	422948
Inventories	18	1876	•	14	26	65	178	381	1561	3239	8877	13630	27198	369211
Net Property, Plant and Equipment	19	3362	•	17	41	129	248	811	2498	5934	13129	29927	49833	657060
Total Assets	20	14524	•	42	176	337	708	2141	7043	14923	34857	71047	154572	3423203

Notes and Loans Payable **21**	5117	•	36	82	159	271	884	2740	6010	13198	24595	48635	1191725
All Other Liabilities **22**	4070	•	61	13	69	203	745	1444	3328	7756	12456	35032	1006321
Net Worth **23**	5338	•	-54	81	109	233	512	2859	5584	13902	33995	70904	1225157

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.7	4.8	1.6	1.8	1.2	1.7	1.6	1.5	1.7	1.7	1.2
Quick Ratio **25**	0.7	•	0.7	3.5	1.1	1.0	0.7	0.9	0.8	0.7	0.9	0.8	0.6
Net Sales to Working Capital **26**	13.9	•	16.5	5.0	12.8	13.1	42.6	8.2	10.1	10.1	10.0	7.6	17.0
Coverage Ratio **27**	2.3	•	•	•	0.3	5.0	0.5	3.1	3.6	2.1	4.3	3.1	2.2
Total Asset Turnover **28**	1.1	•	3.8	2.1	2.9	3.5	2.8	1.7	1.9	1.8	1.9	1.3	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	9.7	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	1.2	2.1	2.0	3.2	1.5	1.7	1.5	1.1	1.2	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.3	•	•	53.9	67.7	67.0	76.1	59.4	62.6	60.1	52.2	54.1	64.2
Return on Assets **33**	6.8	•	•	•	0.6	14.8	1.7	7.0	9.5	7.6	10.6	7.1	6.7
Return on Equity **34**	6.7	•	•	•	•	34.6	•	8.9	12.8	6.4	13.2	5.7	6.6
Return Before Interest on Equity **35**	18.6	•	•	•	1.7	•	6.9	17.2	25.4	19.0	22.2	15.4	18.7
Profit Margin, Before Income Tax **36**	3.4	•	•	•	•	3.4	•	2.8	3.6	2.2	4.4	3.7	4.0
Profit Margin, After Income Tax **37**	2.2	•	•	•	•	3.3	•	2.1	2.5	1.5	3.4	2.0	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.4	73.2	76.3	77.3	74.1	72.1	71.7	71.4	72.0	72.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.3	•	•	•	•	•	0.7	0.5	0.4	0.6
Average Net Receivables ($) **41**	1205	1272	1262	1029	1448	1208	1266	1405	1476	1960
Average Inventories ($) **42**	1258	1114	1662	1133	1420	1182	1319	1258	1374	1876
Average Net Worth ($) **43**	3888	6188	8495	3717	3616	2815	4039	3904	3957	5338
Current Ratio (x1) **44**	1.6	1.5	1.6	1.6	1.6	1.5	1.4	1.3	1.2	1.3
Quick Ratio (x1) **45**	0.9	0.8	0.9	0.8	0.9	0.7	0.7	0.7	0.6	0.7
Coverage Ratio (x1) **46**	3.4	1.3	2.2	1.7	1.9	1.9	2.5	2.4	2.2	2.3
Asset Turnover (x1) **47**	1.8	0.9	1.0	1.4	1.4	1.4	1.2	1.2	1.2	1.1
Total Liabilities/Net Worth (x1) **48**	1.2	1.0	0.9	1.3	1.9	1.9	1.6	1.6	1.7	1.7
Return on Assets (x1) **49**	13.2	7.9	6.9	6.7	10.6	7.7	8.0	7.0	6.1	6.8
Return on Equity (%) **50**	10.1	1.3	4.6	3.5	9.1	6.3	8.4	7.0	6.0	6.7

OTHER FOOD AND KINDRED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2217	•	327	•	548	403	•	85	128	46	32	17	11
Revenues ($ in Thousands)														
Net Sales	2	58829793	•	44496	•	642637	994721	•	1190024	3952951	2765887	4238332	3864982	38307200
Portfolio Income	3	1020289	•	13573	•	1320	1260	•	1594	8905	6467	35048	72644	876103
Other Revenues	4	780268	•	•	•	1925	2722	•	8141	44461	12873	32834	112968	553344
Total Revenues	5	60630350	•	58069	•	645882	998703	•	1199759	4006317	2785227	4306214	4050594	39736647
Average Total Revenues	6	27348	•	178	•	1179	2478	•	14115	31299	60548	134569	238270	3612422
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.0	•	46.7	•	61.6	69.9	•	73.3	75.0	66.9	73.7	72.2	76.3
Salaries and Wages	8	3.8	•	4.1	•	9.8	4.1	•	4.9	4.1	4.8	3.7	5.9	3.4
Taxes Paid	9	1.2	•	1.7	•	2.5	2.3	•	1.4	1.7	1.5	1.3	1.6	1.1
Interest Paid	10	2.0	•	7.5	•	0.3	0.8	•	1.0	1.1	1.6	1.1	1.4	2.5
Depreciation, Depletion, Amortization	11	2.7	•	5.8	•	1.9	2.1	•	2.4	2.4	3.3	3.4	3.7	2.6
Pensions and Other Benefits	12	1.1	•	•	•	2.0	1.1	•	0.7	1.2	1.2	1.1	1.3	1.1
Other	13	11.5	•	30.0	•	13.2	11.8	•	10.0	7.9	14.6	11.1	11.5	11.9
Officers Compensation	14	0.8	•	•	•	7.3	4.0	•	1.4	1.8	1.3	0.8	0.9	0.3
Operating Margin	15	1.9	•	4.3	•	1.5	4.1	•	5.0	4.9	4.8	3.8	1.7	1.0
Oper. Margin Before Officers Compensation	16	2.6	•	4.3	•	8.8	8.1	•	6.4	6.7	6.1	4.6	2.5	1.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1996	•	•	•	74	173	•	1009	2733	5421	14242	24438	230293
Inventories	18	2932	•	1	•	75	174	•	2026	3272	8704	14025	32750	386464
Net Property, Plant and Equipment	19	5001	•	44	•	119	227	•	1607	4848	12583	30260	50982	673298
Total Assets	20	21151	•	52	•	348	683	•	7064	14190	33837	71549	166001	3313065

Notes and Loans Payable **21**	4796	•	12	•	99	269	•	2471	4604	12078	21046	48863	664107
All Other Liabilities **22**	6311	•	•	•	82	167	•	1672	3198	6019	12495	37674	1067995
Net Worth **23**	10044	•	40	•	167	247	•	2921	6388	15740	38009	79464	1580963

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.2	•	1.4	2.1	•	1.9	1.8	2.0	1.9	1.8	1.2
Quick Ratio **25**	0.6	•	0.3	•	0.9	1.2	•	0.9	0.9	0.9	1.0	0.8	0.5
Net Sales to Working Capital **26**	15.8	•	•	•	18.8	11.3	•	7.2	8.9	7.1	8.2	6.6	27.6
Coverage Ratio **27**	3.7	•	5.7	•	7.3	6.7	•	6.6	6.9	4.4	5.8	5.9	3.1
Total Asset Turnover **28**	1.3	•	2.6	•	3.4	3.6	•	2.0	2.2	1.8	1.9	1.4	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	9.2	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.3	•	1.1	1.8	•	1.4	1.2	1.2	0.9	1.1	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.5	•	23.9	•	52.0	63.9	•	58.7	55.0	53.5	46.9	52.1	52.3
Return on Assets **33**	9.1	•	•	•	7.8	19.0	•	13.6	16.0	12.7	11.9	11.1	8.0
Return on Equity **34**	10.0	•	•	•	11.9	•	•	23.9	23.9	16.6	14.7	12.7	7.8
Return Before Interest on Equity **35**	19.3	•	•	•	16.3	•	•	32.8	•	27.2	22.4	23.2	16.8
Profit Margin, Before Income Tax **36**	5.3	•	34.8	•	2.0	4.5	•	5.8	6.3	5.5	5.3	6.7	5.2
Profit Margin, After Income Tax **37**	3.8	•	33.2	•	1.7	4.3	•	5.0	5.0	4.3	4.2	4.4	3.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.7	75.4	76.4	78.1	76.3	75.2	74.2	74.1	74.7	75.0
Operating Margin (%) **39**	0.8	1.0	•	0.4	•	1.1	1.7	1.5	1.4	1.9
Oper. Margin Before Officers Comp. (%) **40**	1.6	1.9	•	1.2	•	2.0	2.6	2.5	2.3	2.6
Average Net Receivables ($) **41**	1720	1026	1846	1591	1599	1546	2051	1466	1223	1996
Average Inventories ($) **42**	1811	1216	2563	1690	2120	1924	2686	2120	1804	2932
Average Net Worth ($) **43**	5633	4188	14233	4478	6065	5158	9427	7525	6175	10044
Current Ratio (×1) **44**	1.8	1.8	1.7	1.7	1.9	1.9	1.6	1.3	1.2	1.4
Quick Ratio (×1) **45**	1.0	1.0	0.9	0.9	1.1	0.9	0.8	0.7	0.6	0.6
Coverage Ratio (×1) **46**	4.8	3.8	2.6	3.0	2.7	3.1	3.9	4.0	3.9	3.7
Asset Turnover (×1) **47**	1.9	1.6	1.0	1.7	1.5	1.6	1.3	1.3	1.2	1.3
Operating Leverage **48**	2.6	1.3	•	•	•	•	1.5	0.9	0.9	1.4
Financial Leverage **49**	1.1	1.0	0.9	1.2	0.9	1.1	1.1	1.0	1.0	1.0
Total Leverage **50**	2.8	1.3	•	•	•	•	1.6	0.9	0.9	1.3

TOBACCO MANUFACTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	51	•	•	•	•	•	•	•	•	•	•	3	6
Revenues ($ in Thousands)														
Net Sales	2	69929741	•	•	•	•	•	•	•	•	•	•	973697	68668858
Portfolio Income	3	4531317	•	•	•	•	•	•	•	•	•	•	14278	4514640
Other Revenues	4	3269826	•	•	•	•	•	•	•	•	•	•	24083	3244893
Total Revenues	5	77730884	•	•	•	•	•	•	•	•	•	•	1012058	76428391
Average Total Revenues	6	1524135	•	•	•	•	•	•	•	•	•	•	337353	12738065
Operating Costs/Operating Income (%)														
Cost of Operations	7	44.1	•	•	•	•	•	•	•	•	•	•	30.9	44.3
Salaries and Wages	8	5.2	•	•	•	•	•	•	•	•	•	•	6.7	5.2
Taxes Paid	9	11.7	•	•	•	•	•	•	•	•	•	•	21.5	11.5
Interest Paid	10	8.8	•	•	•	•	•	•	•	•	•	•	7.4	8.8
Depreciation, Depletion, Amortization	11	3.9	•	•	•	•	•	•	•	•	•	•	1.8	4.0
Pensions and Other Benefits	12	2.2	•	•	•	•	•	•	•	•	•	•	1.5	2.2
Other	13	24.1	•	•	•	•	•	•	•	•	•	•	27.1	24.2
Officers Compensation	14	0.3	•	•	•	•	•	•	•	•	•	•	0.3	0.3
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	2.9	•
Oper. Margin Before Officers Compensation	16	0.1	•	•	•	•	•	•	•	•	•	•	3.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	220876	•	•	•	•	•	•	•	•	•	•	76040	1838122
Inventories	18	162192	•	•	•	•	•	•	•	•	•	•	45394	1348692
Net Property, Plant and Equipment	19	249471	•	•	•	•	•	•	•	•	•	•	31690	2099313
Total Assets	20	3941783	•	•	•	•	•	•	•	•	•	•	216929	33376930

Notes and Loans Payable **21**	1416033	•	•	•	•	•	•	•	•	•	•	150274	11956138
All Other Liabilities **22**	883370	•	•	•	•	•	•	•	•	•	•	137613	7436162
Net Worth **23**	1642380	•	•	•	•	•	•	•	•	•	•	-70958	13984630

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	•	•	•	•	•	•	•	1.1	1.2
Quick Ratio **25**	0.4	•	•	•	•	•	•	•	•	•	•	0.7	0.4
Net Sales to Working Capital **26**	11.8	•	•	•	•	•	•	•	•	•	•	24.7	11.8
Coverage Ratio **27**	2.4	•	•	•	•	•	•	•	•	•	•	1.9	2.4
Total Asset Turnover **28**	0.4	•	•	•	•	•	•	•	•	•	•	1.5	0.4
Inventory Turnover **29**	7.5	•	•	•	•	•	•	•	•	•	•	4.4	7.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	8.5	•
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	•	•	•	•	•	•	•	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.3	•	•	•	•	•	•	•	•	•	•	•	58.1
Return on Assets **33**	7.4	•	•	•	•	•	•	•	•	•	•	21.3	7.3
Return on Equity **34**	6.9	•	•	•	•	•	•	•	•	•	•	•	6.8
Return Before Interest on Equity **35**	17.7	•	•	•	•	•	•	•	•	•	•	•	17.4
Profit Margin, Before Income Tax **36**	12.4	•	•	•	•	•	•	•	•	•	•	6.8	12.5
Profit Margin, After Income Tax **37**	8.2	•	•	•	•	•	•	•	•	•	•	3.4	8.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	51.7	52.5	51.7	51.1	50.5	49.2	49.6	47.8	45.1	44.1
Operating Margin (%) **39**	2.1	•	0.9	2.4	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.4	•	1.1	2.8	•	•	•	•	•	0.1
Average Net Receivables ($) **41**	85629	56663	84505	76998	369851	905524	608089	749757	933576	220876
Average Inventories ($) **42**	81710	37365	98319	112988	139300	141470	130329	128427	155681	162192
Average Net Worth ($) **43**	521052	231705	576793	788902	1510424	1357533	1604106	973758	1298803	1642380
Current Ratio (x1) **44**	1.3	1.3	1.2	0.7	0.9	0.9	1.2	1.6	1.5	1.2
Quick Ratio (x1) **45**	0.6	0.7	0.4	0.3	0.6	0.7	1.0	1.3	1.2	0.4
Coverage Ratio (x1) **46**	3.1	2.0	3.1	4.9	1.8	2.0	1.9	1.8	1.9	2.4
Asset Turnover (x1) **47**	0.6	0.8	0.7	0.5	0.3	0.3	0.3	0.4	0.3	0.4
Total Liabilities/Net Worth (x1) **48**	0.8	0.9	0.9	1.1	1.0	1.7	1.1	1.9	1.8	1.4
Return on Assets (x1) **49**	9.2	9.0	9.0	11.1	7.8	8.6	7.5	7.8	5.9	7.4
Return on Equity (%) **50**	7.3	4.7	7.2	12.3	3.9	7.6	4.8	6.7	5.1	6.9

TOBACCO MANUFACTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11	•	•	•	•	•	•	•	•	•	•	•	6
Revenues ($ in Thousands)														
Net Sales	2	69348700	•	•	•	•	•	•	•	•	•	•	•	68668858
Portfolio Income	3	4518674	•	•	•	•	•	•	•	•	•	•	•	4514640
Other Revenues	4	3252099	•	•	•	•	•	•	•	•	•	•	•	3244893
Total Revenues	5	77119473	•	•	•	•	•	•	•	•	•	•	•	76428391
Average Total Revenues	6	7010861	•	•	•	•	•	•	•	•	•	•	•	12738065
Operating Costs/Operating Income (%)														
Cost of Operations	7	44.2	•	•	•	•	•	•	•	•	•	•	•	44.3
Salaries and Wages	8	5.2	•	•	•	•	•	•	•	•	•	•	•	5.2
Taxes Paid	9	11.5	•	•	•	•	•	•	•	•	•	•	•	11.5
Interest Paid	10	8.7	•	•	•	•	•	•	•	•	•	•	•	8.8
Depreciation, Depletion, Amortization	11	3.9	•	•	•	•	•	•	•	•	•	•	•	4.0
Pensions and Other Benefits	12	2.2	•	•	•	•	•	•	•	•	•	•	•	2.2
Other	13	24.1	•	•	•	•	•	•	•	•	•	•	•	24.2
Officers Compensation	14	0.3	•	•	•	•	•	•	•	•	•	•	•	0.3
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.2	•	•	•	•	•	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1021145	•	•	•	•	•	•	•	•	•	•	•	1838122
Inventories	18	745625	•	•	•	•	•	•	•	•	•	•	•	1348692
Net Property, Plant and Equipment	19	1154384	•	•	•	•	•	•	•	•	•	•	•	2099313
Total Assets	20	18253086	•	•	•	•	•	•	•	•	•	•	•	33376930

Notes and Loans Payable **21**	6524432	•	•	•	•	•	•	•	•	•	•	•	11956138
All Other Liabilities **22**	4081706	•	•	•	•	•	•	•	•	•	•	•	7436162
Net Worth **23**	7646948	•	•	•	•	•	•	•	•	•	•	•	13984630

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	•	•	•	•	•	•	•	•	1.2
Quick Ratio **25**	0.4	•	•	•	•	•	•	•	•	•	•	•	0.4
Net Sales to Working Capital **26**	11.7	•	•	•	•	•	•	•	•	•	•	•	11.8
Coverage Ratio **27**	2.4	•	•	•	•	•	•	•	•	•	•	•	2.4
Total Asset Turnover **28**	0.4	•	•	•	•	•	•	•	•	•	•	•	0.4
Inventory Turnover **29**	7.5	•	•	•	•	•	•	•	•	•	•	•	7.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	•	•	•	•	•	•	•	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.1	•	•	•	•	•	•	•	•	•	•	•	58.1
Return on Assets **33**	7.4	•	•	•	•	•	•	•	•	•	•	•	7.3
Return on Equity **34**	6.9	•	•	•	•	•	•	•	•	•	•	•	6.8
Return Before Interest on Equity **35**	17.6	•	•	•	•	•	•	•	•	•	•	•	17.4
Profit Margin, Before Income Tax **36**	12.6	•	•	•	•	•	•	•	•	•	•	•	12.5
Profit Margin, After Income Tax **37**	8.3	•	•	•	•	•	•	•	•	•	•	•	8.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	51.6	52.5	51.7	51.1	51.7	49.1	49.7	47.3	•	44.2
Operating Margin (%) **39**	2.2	•	1.8	2.4	1.6	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.5	•	2.0	2.8	2.2	•	•	•	•	0.2
Average Net Receivables ($) **41**	332415	104930	75519	81555	93799	1029341	631782	767578	•	1021145
Average Inventories ($) **42**	316924	69169	94836	119215	100483	159986	133317	128953	•	745625
Average Net Worth ($) **43**	2024005	429703	482490	836092	720237	1544080	1684527	1003355	•	7646948
Current Ratio (x1) **44**	1.3	1.3	1.2	0.7	0.7	0.9	1.2	1.6	•	1.2
Quick Ratio (x1) **45**	0.6	0.7	0.4	0.3	0.3	0.7	1.0	1.3	•	0.4
Coverage Ratio (x1) **46**	3.1	2.0	3.5	4.9	3.1	2.0	1.9	1.9	•	2.4
Asset Turnover (x1) **47**	0.6	0.8	0.9	0.5	0.6	0.3	0.3	0.4	•	0.4
Operating Leverage **48**	0.5	•	•	1.4	0.7	•	0.5	0.8	•	•
Financial Leverage **49**	1.1	0.6	1.6	1.2	0.9	0.8	0.9	1.0	•	•
Total Leverage **50**	0.5	•	•	1.6	0.6	•	0.5	0.8	•	•

WEAVING MILLS AND TEXTILE FINISHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1418	•	•	179	216	120	255	76	30	16	19	15	13
Revenues ($ in Thousands)														
Net Sales	2	20578249	•	•	66650	233524	320053	1366129	1004490	766801	1001212	1988594	3250178	10243566
Portfolio Income	3	272769	•	•	•	•	1728	6163	1300	3010	5994	16334	31502	185255
Other Revenues	4	153881	•	•	•	•	•	3686	6216	3489	2626	11297	11263	115182
Total Revenues	5	21004899	•	•	66650	233524	321781	1375978	1012006	773300	1009832	2016225	3292943	10544003
Average Total Revenues	6	14813	•	•	372	1081	2682	5396	13316	25777	63114	106117	219530	811077
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.3	•	•	61.9	46.0	82.9	72.1	74.2	76.0	76.4	73.9	76.4	72.4
Salaries and Wages	8	5.4	•	•	•	5.9	2.4	3.9	3.3	4.5	4.4	4.3	4.6	6.7
Taxes Paid	9	2.3	•	•	2.9	2.3	1.5	1.8	2.9	2.5	2.6	1.9	2.2	2.4
Interest Paid	10	2.4	•	•	1.4	4.3	1.2	1.2	1.4	1.5	2.4	2.4	2.6	2.8
Depreciation, Depletion, Amortization	11	4.4	•	•	4.2	2.1	2.1	2.5	5.0	3.1	3.3	5.3	4.2	5.0
Pensions and Other Benefits	12	2.2	•	•	•	1.4	1.2	1.4	1.3	2.4	1.6	2.0	3.2	2.2
Other	13	7.0	•	•	10.0	16.5	5.1	9.1	6.8	6.5	7.8	5.6	5.3	7.1
Officers Compensation	14	1.4	•	•	11.4	11.4	3.2	3.9	2.8	1.6	2.2	1.1	1.0	0.5
Operating Margin	15	1.6	•	•	8.5	10.2	0.6	4.3	2.4	2.1	•	3.6	0.6	1.0
Oper. Margin Before Officers Compensation	16	3.0	•	•	19.8	21.5	3.8	8.1	5.2	3.7	1.7	4.8	1.6	1.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2034	•	•	18	120	309	789	1879	3717	9753	15526	30886	110868
Inventories	18	2102	•	•	3	97	204	414	650	4098	9962	15676	38699	124233
Net Property, Plant and Equipment	19	3675	•	•	109	84	132	553	3538	4833	8524	27775	59632	233914
Total Assets	20	10780	•	•	139	334	718	2157	7015	15622	36558	71308	167411	697876

Notes and Loans Payable **21**	3767	•	•	58	232	324	921	2549	3148	16375	26182	60381	234145
All Other Liabilities **22**	2515	•	•	23	89	273	741	1717	3712	10153	11948	28160	174049
Net Worth **23**	4498	•	•	59	14	121	495	2750	8761	10030	33178	78870	289682

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.3	•	•	0.5	2.6	2.1	1.5	1.3	2.6	1.9	2.3	2.7	2.5
Quick Ratio **25**	1.3	•	•	0.4	1.5	1.4	1.0	0.9	1.4	1.0	1.2	1.3	1.4
Net Sales to Working Capital **26**	5.0	•	•	•	7.5	8.7	11.2	17.0	4.2	5.5	4.9	4.3	4.4
Coverage Ratio **27**	2.6	•	•	7.3	3.4	1.9	5.3	3.2	3.0	1.2	3.1	1.8	2.5
Total Asset Turnover **28**	1.4	•	•	2.7	3.2	3.7	2.5	1.9	1.6	1.7	1.5	1.3	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	9.5	9.6	9.9	8.6	9.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	1.4	23.7	5.0	3.4	1.6	0.8	2.7	1.2	1.1	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.3	•	•	58.0	96.0	83.2	77.1	60.8	43.9	72.6	53.5	52.9	58.5
Return on Assets **33**	8.2	•	•	26.2	•	8.4	15.3	8.5	7.2	4.6	10.8	5.9	7.6
Return on Equity **34**	8.2	•	•	•	•	19.3	•	11.1	5.8	•	11.5	2.3	6.8
Return Before Interest on Equity **35**	19.7	•	•	•	•	•	•	21.6	12.8	16.7	23.3	12.5	18.4
Profit Margin, Before Income Tax **36**	3.7	•	•	8.5	10.2	1.1	5.0	3.1	2.9	0.3	5.0	2.0	4.0
Profit Margin, After Income Tax **37**	2.5	•	•	8.5	10.2	0.9	4.8	2.3	2.0	•	3.6	0.8	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.9	72.9	73.4	75.2	75.9	75.9	74.8	72.0	72.7	73.3
Operating Margin (%) **39**	•	1.3	2.4	•	•	•	•	2.7	2.6	1.6
Oper. Margin Before Officers Comp. (%) **40**	0.5	2.5	3.4	0.8	0.5	•	0.9	4.2	3.9	3.0
Average Net Receivables ($) **41**	2212	2536	3889	5353	5550	4488	5071	4415	2701	2034
Average Inventories ($) **42**	2003	2349	3528	5088	5711	4684	4784	4595	2765	2102
Average Net Worth ($) **43**	4828	5612	8368	12378	12282	9351	10288	11530	6798	4498
Current Ratio (x1) **44**	2.3	2.1	2.2	1.7	1.2	1.1	1.1	1.6	2.2	2.3
Quick Ratio (x1) **45**	1.2	1.1	1.2	1.0	0.7	0.6	0.6	0.9	1.2	1.3
Coverage Ratio (x1) **46**	2.4	3.0	3.1	2.8	1.9	1.5	1.5	2.6	3.0	2.6
Asset Turnover (x1) **47**	1.5	1.4	1.5	1.3	1.1	1.2	1.2	1.3	1.3	1.4
Total Liabilities/Net Worth (x1) **48**	1.0	1.1	1.1	1.2	1.8	1.9	1.8	1.2	1.2	1.4
Return on Assets (x1) **49**	7.5	9.1	9.2	11.7	7.6	8.1	7.0	10.4	9.0	8.2
Return on Equity (%) **50**	3.0	7.4	7.7	10.6	5.5	4.0	2.3	9.6	9.2	8.2

WEAVING MILLS AND TEXTILE FINISHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1037	•	196	179	216	100	229	51	20	11	•	11	10
Revenues ($ in Thousands)														
Net Sales	2	15367814	•	79200	66650	233524	286301	1288961	656825	609881	731242	•	2165834	7573587
Portfolio Income	3	176404	•	1	•	•	1644	6163	990	2834	4535	•	29458	103550
Other Revenues	4	93121	•	•	•	•	•	3095	4277	2790	1277	•	5779	68158
Total Revenues	5	15637339	•	79201	66650	233524	287945	1298219	662092	615505	737054	•	2201071	7745295
Average Total Revenues	6	15079	•	404	372	1081	2879	5669	12982	30775	67005	•	200097	774530
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.8	•	34.7	61.9	46.0	83.8	71.5	69.1	73.0	73.1	•	74.5	75.4
Salaries and Wages	8	4.1	•	10.0	•	5.9	2.4	3.7	1.9	5.2	4.5	•	4.1	4.2
Taxes Paid	9	2.2	•	3.1	2.9	2.3	1.2	1.6	2.5	2.6	2.6	•	2.3	2.3
Interest Paid	10	1.7	•	0.4	1.4	4.3	1.0	1.1	1.1	1.2	1.5	•	2.0	1.7
Depreciation, Depletion, Amortization	11	3.9	•	2.6	4.2	2.1	2.2	2.0	4.8	3.1	3.0	•	5.0	4.0
Pensions and Other Benefits	12	2.2	•	•	•	1.4	0.6	1.5	1.8	2.4	1.7	•	2.1	2.6
Other	13	6.3	•	30.8	10.0	16.5	4.7	9.0	6.5	6.7	7.1	•	4.6	5.8
Officers Compensation	14	1.6	•	11.3	11.4	11.4	3.3	3.9	3.6	1.5	1.8	•	1.1	0.6
Operating Margin	15	4.5	•	7.4	8.5	10.2	0.8	5.8	8.8	4.3	4.9	•	4.4	3.4
Oper. Margin Before Officers Compensation	16	6.0	•	18.6	19.8	21.5	4.1	9.7	12.4	5.8	6.6	•	5.5	4.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2270	•	•	18	120	294	864	2215	4138	10369	•	33536	117716
Inventories	18	1842	•	3	3	97	174	442	582	4316	10826	•	36430	90544
Net Property, Plant and Equipment	19	3666	•	6	109	84	141	470	3204	5995	8391	•	57043	228226
Total Assets	20	11016	•	66	139	334	669	2214	7015	16796	37192	•	170298	679522

Notes and Loans Payable **21**	2914	•	18	58	232	289	803	1939	4046	12518	•	47858	154871
All Other Liabilities **22**	2364	•	1	23	89	320	715	1713	3059	9357	•	28101	152466
Net Worth **23**	5738	•	47	59	14	60	696	3363	9690	15318	•	94339	372184

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.4	•	0.7	0.5	2.6	1.7	1.7	1.8	2.4	1.8	•	3.4	2.5
Quick Ratio **25**	1.5	•	•	0.4	1.5	1.1	1.1	1.4	1.2	0.9	•	1.8	1.7
Net Sales to Working Capital **26**	4.9	•	•	•	7.5	13.9	8.6	7.8	5.5	5.6	•	3.4	4.5
Coverage Ratio **27**	4.8	•	•	7.3	3.4	2.4	7.0	10.1	5.4	4.7	•	4.0	4.4
Total Asset Turnover **28**	1.4	•	6.1	2.7	3.2	4.3	2.6	1.8	1.8	1.8	•	1.2	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	9.0	•	8.1	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	0.4	1.4	23.7	10.2	2.2	1.1	0.7	1.4	•	0.8	0.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	47.9	•	28.8	58.0	96.0	91.0	68.6	52.1	42.3	58.8	•	44.6	45.2
Return on Assets **33**	10.7	•	•	26.2	•	10.3	19.3	19.5	11.6	12.8	•	9.4	8.2
Return on Equity **34**	12.1	•	•	•	•	•	•	32.1	12.6	18.5	•	9.2	7.6
Return Before Interest on Equity **35**	20.5	•	•	•	•	•	•	•	20.0	31.0	•	16.9	15.0
Profit Margin, Before Income Tax **36**	6.3	•	7.4	8.5	10.2	1.4	6.5	9.6	5.2	5.6	•	6.1	5.7
Profit Margin, After Income Tax **37**	4.7	•	6.3	8.5	10.2	1.2	6.4	8.4	4.0	4.3	•	4.4	3.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.6	72.7	72.7	75.1	76.3	76.1	74.8	73.4	73.7	73.8
Operating Margin (%) **39**	2.2	2.1	4.2	2.1	2.8	3.3	4.5	6.0	4.7	4.5
Oper. Margin Before Officers Comp. (%) **40**	3.3	3.3	5.1	3.0	3.8	5.0	5.8	7.5	6.1	6.0
Average Net Receivables ($) **41**	2449	2755	4587	8114	4848	3597	6183	5264	2664	2270
Average Inventories ($) **42**	2192	2524	4092	7142	4551	3405	5369	5221	2677	1842
Average Net Worth ($) **43**	5362	6205	10700	20557	12714	9501	16400	15251	7368	5738
Current Ratio (x1) **44**	2.5	2.1	2.4	1.8	2.2	2.2	2.3	2.6	2.4	2.4
Quick Ratio (x1) **45**	1.3	1.2	1.3	1.0	1.3	1.2	1.4	1.5	1.4	1.5
Coverage Ratio (x1) **46**	4.7	3.5	4.2	4.5	4.4	3.9	4.3	6.2	4.6	4.8
Asset Turnover (x1) **47**	1.5	1.4	1.5	1.2	1.4	1.4	1.4	1.4	1.4	1.4
Operating Leverage **48**	0.8	1.0	2.0	0.5	1.3	1.2	1.4	1.3	0.8	1.0
Financial Leverage **49**	1.0	1.0	1.2	1.1	1.0	1.0	1.0	1.1	0.9	1.0
Total Leverage **50**	0.8	0.9	2.3	0.5	1.4	1.2	1.4	1.5	0.7	1.0

KNITTING MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	826	7	•	185	197	39	202	116	55	9	9	3	3
Revenues ($ in Thousands)														
Net Sales	2	9558267	52573	•	531947	340918	17378	1159923	1574763	1939134	377236	855568	718521	1990306
Portfolio Income	3	105720	185	•	55466	10	477	15130	8584	3338	6118	3179	1480	11752
Other Revenues	4	74820	148	•	•	3578	•	5687	29952	16860	1938	5234	1148	10278
Total Revenues	5	9738807	52906	•	587413	344506	17855	1180740	1613299	1959332	385292	863981	721149	2012336
Average Total Revenues	6	11790	7558	•	3175	1749	458	5845	13908	35624	42810	95998	240383	670779
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.0	79.5	•	79.1	76.4	47.3	83.1	82.3	76.2	78.1	69.4	66.1	71.9
Salaries and Wages	8	3.5	5.5	•	6.0	0.8	•	1.8	3.0	3.7	3.1	4.6	1.6	4.8
Taxes Paid	9	2.1	2.5	•	2.7	5.2	4.8	1.4	1.9	2.1	2.1	2.6	1.4	2.1
Interest Paid	10	1.6	4.0	•	•	0.4	•	1.1	1.2	1.3	1.4	3.5	1.4	2.4
Depreciation, Depletion, Amortization	11	3.2	5.2	•	•	2.2	12.0	1.5	3.4	3.0	2.8	4.2	2.7	4.8
Pensions and Other Benefits	12	1.1	•	•	1.2	0.3	•	1.1	0.8	1.8	0.7	1.4	0.9	1.0
Other	13	7.3	4.3	•	19.8	14.6	38.0	6.3	4.2	5.6	5.3	10.4	5.3	6.8
Officers Compensation	14	2.0	0.3	•	2.2	5.1	•	1.7	3.0	3.4	2.0	1.2	0.3	0.4
Operating Margin	15	3.3	•	•	•	•	•	2.2	0.2	3.1	4.8	2.8	20.4	5.8
Oper. Margin Before Officers Compensation	16	5.3	•	•	•	0.3	•	3.8	3.2	6.5	6.7	4.0	20.7	6.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1795	•	•	102	30	74	764	1690	4709	6489	14803	63270	154710
Inventories	18	1539	•	•	•	56	•	620	1615	4071	8098	17221	30806	134555
Net Property, Plant and Equipment	19	2142	•	•	•	118	101	454	1893	5343	8007	19101	41552	256011
Total Assets	20	6713	•	•	129	313	507	2292	6667	16380	34598	68270	155844	636336

Notes and Loans Payable **21**	2287	•	•	180	937	•	732	1281	3908	7519	48190	34174	185269
All Other Liabilities **22**	1586	•	•	3	261	13	733	1736	4218	5562	15398	44906	117620
Net Worth **23**	2840	•	•	-53	-886	494	828	3651	8254	21517	4681	76764	333448

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	•	•	0.4	13.4	1.6	2.2	2.0	3.0	1.1	2.7	3.4
Quick Ratio **25**	1.2	•	•	•	0.2	12.2	0.9	1.3	1.2	1.7	0.5	1.8	1.8
Net Sales to Working Capital **26**	5.9	•	•	22.7	•	2.8	9.8	6.0	6.8	3.2	45.9	3.8	3.2
Coverage Ratio **27**	4.3	0.8	•	•	•	•	4.8	3.2	4.2	5.8	2.1	•	3.9
Total Asset Turnover **28**	1.7	•	•	•	5.5	0.9	2.5	2.0	2.2	1.2	1.4	1.5	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	8.1	7.7	•	7.1
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	7.6	8.6
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	0.0	1.8	0.8	1.0	0.6	13.6	1.0	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.7	•	•	•	•	2.5	63.9	45.3	49.6	37.8	93.2	50.8	47.6
Return on Assets **33**	11.7	•	•	•	•	0.6	12.5	7.8	11.6	9.6	10.2	34.1	9.7
Return on Equity **34**	14.9	•	•	33.0	7.2	0.6	25.8	8.5	14.5	11.0	28.2	•	9.0
Return Before Interest on Equity **35**	27.6	•	•	30.4	6.5	0.6	34.6	14.2	23.0	15.4	•	•	18.5
Profit Margin, Before Income Tax **36**	5.2	•	•	•	•	0.7	4.0	2.6	4.1	6.6	3.8	20.7	6.9
Profit Margin, After Income Tax **37**	3.7	•	•	•	•	0.7	3.7	2.3	3.4	5.7	1.4	13.5	4.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.9	72.3	74.1	77.1	76.0	73.8	78.7	76.9	75.9	76.0
Operating Margin (%) **39**	2.5	4.5	3.4	1.9	1.6	3.0	2.5	3.3	3.5	3.3
Oper. Margin Before Officers Comp. (%) **40**	4.7	6.8	5.9	4.3	3.6	5.8	4.3	5.3	5.3	5.3
Average Net Receivables ($) **41**	650	1154	812	712	1397	1063	1080	1010	1760	1795
Average Inventories ($) **42**	610	1052	715	661	1189	862	1028	1061	1741	1539
Average Net Worth ($) **43**	1093	1832	1351	1403	2489	2068	2124	1868	3224	2840
Current Ratio (x1) **44**	2.3	2.4	2.3	2.3	2.2	2.3	2.2	2.0	2.2	2.1
Quick Ratio (x1) **45**	1.2	1.3	1.3	1.3	1.3	1.4	1.2	1.0	1.2	1.2
Coverage Ratio (x1) **46**	2.9	4.2	3.3	2.7	2.2	3.7	2.9	3.6	3.9	4.3
Asset Turnover (x1) **47**	1.9	1.8	1.8	2.0	1.8	1.7	1.8	1.8	1.6	1.7
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.3	1.1	1.4	1.1	1.1	1.3	1.2	1.4
Return on Assets (x1) **49**	10.9	13.2	10.9	8.9	8.8	10.7	9.2	9.6	9.0	11.7
Return on Equity (%) **50**	9.4	14.8	12.4	7.8	7.6	12.0	9.1	11.2	10.1	14.9

KNITTING MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	490	•	•	•	103	39	174	97	52	9	•	3	3
Revenues ($ in Thousands)														
Net Sales	2	8315088	•	•	•	233987	17378	922284	1495822	1868832	377236	•	718521	1990306
Portfolio Income	3	35270	•	•	•	10	477	544	8483	3338	6118	•	1480	11752
Other Revenues	4	62976	•	•	•	3521	•	3278	21250	16480	1938	•	1148	10278
Total Revenues	5	8413334	•	•	•	237518	17855	926106	1525555	1888650	385292	•	721149	2012336
Average Total Revenues	6	17170	•	•	•	2306	458	5322	15727	36320	42810	•	240383	670779
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.2	•	•	•	77.0	47.3	80.5	83.5	75.6	78.1	•	66.1	71.9
Salaries and Wages	8	3.2	•	•	•	•	•	1.5	2.4	3.5	3.1	•	1.6	4.8
Taxes Paid	9	2.0	•	•	•	3.2	4.8	1.2	1.8	2.2	2.1	•	1.4	2.1
Interest Paid	10	1.6	•	•	•	0.4	•	0.8	0.9	1.2	1.4	•	1.4	2.4
Depreciation, Depletion, Amortization	11	3.2	•	•	•	2.5	12.0	1.3	2.3	3.0	2.8	•	2.7	4.8
Pensions and Other Benefits	12	1.2	•	•	•	•	•	1.3	0.8	1.8	0.7	•	0.9	1.0
Other	13	6.2	•	•	•	15.8	38.0	6.1	3.6	5.2	5.3	•	5.3	6.8
Officers Compensation	14	1.9	•	•	•	2.4	•	1.6	2.9	3.5	2.0	•	0.3	0.4
Operating Margin	15	5.8	•	•	•	•	•	5.6	1.8	4.1	4.8	•	20.4	5.8
Oper. Margin Before Officers Compensation	16	7.7	•	•	•	1.1	•	7.2	4.8	7.5	6.7	•	20.7	6.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2764	•	•	•	30	74	583	1878	4558	6489	•	63270	154710
Inventories	18	2370	•	•	•	70	•	593	1700	4079	8098	•	30806	134555
Net Property, Plant and Equipment	19	3392	•	•	•	198	101	422	1713	5516	8007	•	41552	256011
Total Assets	20	10441	•	•	•	319	507	2075	6900	16489	34598	•	155844	636336

Notes and Loans Payable **21**	2984	•	•	•	227	•	596	678	3859	7519	•	34174	185269
All Other Liabilities **22**	2331	•	•	•	51	13	604	1993	3689	5562	•	44906	117620
Net Worth **23**	5126	•	•	•	42	494	875	4228	8940	21517	•	76764	333448

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.3	•	•	•	1.3	13.4	1.9	2.4	2.2	3.0	•	2.7	3.4
Quick Ratio **25**	1.3	•	•	•	0.4	12.2	1.0	1.4	1.3	1.7	•	1.8	1.8
Net Sales to Working Capital **26**	5.2	•	•	•	•	2.8	7.8	5.9	6.4	3.2	•	3.8	3.2
Coverage Ratio **27**	5.5	•	•	•	1.8	•	8.3	5.1	5.3	5.8	•	•	3.9
Total Asset Turnover **28**	1.6	•	•	•	7.1	0.9	2.6	2.2	2.2	1.2	•	1.5	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	8.1	•	•	7.1
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	7.6	8.6
Total Liabilities to Net Worth **31**	1.0	•	•	•	6.7	0.0	1.4	0.6	0.9	0.6	•	1.0	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.9	•	•	•	87.0	2.5	57.8	38.7	45.8	37.8	•	50.8	47.6
Return on Assets **33**	13.8	•	•	•	4.3	0.6	17.5	10.5	13.7	9.6	•	34.1	9.7
Return on Equity **34**	17.3	•	•	•	14.4	0.6	34.8	12.5	17.6	11.0	•	•	9.0
Return Before Interest on Equity **35**	28.2	•	•	•	33.3	0.6	•	17.1	25.3	15.4	•	•	18.5
Profit Margin, Before Income Tax **36**	7.0	•	•	•	0.3	0.7	6.0	3.8	5.1	6.6	•	20.7	6.9
Profit Margin, After Income Tax **37**	5.2	•	•	•	0.3	0.7	5.7	3.4	4.4	5.7	•	13.5	4.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.8	71.7	73.1	76.5	75.2	72.9	77.1	76.4	74.9	75.2
Operating Margin (%) **39**	5.0	6.5	5.9	5.1	5.8	4.3	4.7	5.5	6.6	5.8
Oper. Margin Before Officers Comp. (%) **40**	7.0	8.8	8.4	7.6	7.9	7.2	6.5	7.5	8.4	7.7
Average Net Receivables ($) **41**	893	1474	1092	863	1396	1394	2330	1011	2099	2764
Average Inventories ($) **42**	745	1212	837	708	1126	1106	2072	1066	1884	2370
Average Net Worth ($) **43**	1484	2405	1914	1852	2895	3052	5051	2347	4121	5126
Current Ratio (×1) **44**	2.5	2.6	2.5	2.6	2.9	2.6	2.4	2.4	2.6	2.3
Quick Ratio (×1) **45**	1.4	1.5	1.6	1.6	1.8	1.6	1.4	1.2	1.4	1.3
Coverage Ratio (×1) **46**	4.2	5.5	5.0	5.5	5.5	5.7	4.9	5.9	6.8	5.5
Asset Turnover (×1) **47**	2.0	1.8	1.7	1.8	1.9	1.8	1.7	1.7	1.5	1.6
Operating Leverage **48**	1.0	1.3	0.9	0.9	1.1	0.7	1.1	1.2	1.2	0.9
Financial Leverage **49**	1.0	1.1	1.1	1.1	1.0	1.0	1.0	1.0	1.0	0.9
Total Leverage **50**	1.0	1.4	1.0	0.9	1.2	0.7	1.1	1.2	1.2	0.8

OTHER TEXTILE MILL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2568	•	•	318	458	158	523	157	107	29	31	24	22
Revenues ($ in Thousands)														
Net Sales	2	35562674	•	•	195507	448011	317778	2534427	2228287	3218164	1881717	3229731	4797275	16291088
Portfolio Income	3	492992	•	•	•	355	354	12604	2433	9780	3819	13898	41771	395873
Other Revenues	4	272972	•	•	•	409	1442	19631	11331	17624	3009	33229	78869	106876
Total Revenues	5	36328638	•	•	195507	448775	319574	2566662	2242051	3245568	1888545	3276858	4917915	16793837
Average Total Revenues	6	14147	•	•	615	980	2023	4908	14281	30332	65122	105705	204913	763356
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.0	•	•	69.6	65.9	76.7	76.1	73.5	79.0	79.1	79.1	77.6	75.1
Salaries and Wages	8	4.2	•	•	10.2	5.0	6.8	3.7	4.9	3.9	5.0	4.0	3.8	4.1
Taxes Paid	9	2.1	•	•	1.6	3.1	1.7	2.5	1.7	1.6	2.0	1.6	2.0	2.4
Interest Paid	10	2.5	•	•	1.1	0.8	0.9	0.8	1.4	1.4	1.7	1.8	2.1	3.6
Depreciation, Depletion, Amortization	11	3.7	•	•	0.4	1.9	1.2	2.5	2.3	3.1	2.6	4.0	4.4	4.1
Pensions and Other Benefits	12	1.7	•	•	1.5	1.2	0.5	1.6	1.0	1.6	1.9	1.1	1.6	1.9
Other	13	7.3	•	•	9.5	17.1	8.4	8.4	10.2	7.2	3.9	6.8	7.1	6.9
Officers Compensation	14	1.3	•	•	7.1	5.3	1.6	3.6	1.7	1.9	1.2	1.0	0.8	0.5
Operating Margin	15	1.3	•	•	•	•	2.4	0.8	3.5	0.3	2.8	0.7	0.6	1.5
Oper. Margin Before Officers Compensation	16	2.6	•	•	6.1	5.1	3.9	4.4	5.1	2.2	4.0	1.7	1.4	2.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2050	•	•	113	146	307	453	1648	3631	9307	14561	29607	127067
Inventories	18	2036	•	•	37	54	143	405	2098	4694	10094	17039	30464	116760
Net Property, Plant and Equipment	19	3346	•	•	22	51	198	555	1863	4872	10923	28051	51447	226927
Total Assets	20	9930	•	•	185	343	681	1928	6587	16163	36699	68542	150014	663246

Notes and Loans Payable **21**	3944	•	•	55	99	239	448	1848	4678	13871	25942	55621	292750
All Other Liabilities **22**	2431	•	•	63	175	168	513	1943	4049	8197	14014	30586	167199
Net Worth **23**	3556	•	•	67	69	274	966	2796	7436	14631	28586	63807	203297

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	•	2.3	1.3	2.1	1.9	2.1	1.9	1.7	2.0	1.5	2.3
Quick Ratio **25**	1.0	•	•	1.8	0.8	1.4	1.1	0.9	0.9	0.9	0.9	0.7	1.2
Net Sales to Working Capital **26**	6.0	•	•	6.7	17.7	8.1	8.9	6.2	6.1	7.0	5.6	9.2	4.9
Coverage Ratio **27**	2.4	•	•	0.1	1.0	4.4	3.5	4.0	1.7	2.9	2.2	2.4	2.3
Total Asset Turnover **28**	1.4	•	•	3.3	2.9	3.0	2.5	2.2	1.9	1.8	1.5	1.3	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	9.9	•	•	9.7	•	9.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	1.8	4.0	1.5	1.0	1.4	1.2	1.5	1.4	1.4	2.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.2	•	•	63.9	80.0	59.8	49.9	57.6	54.0	60.1	58.3	57.5	69.4
Return on Assets **33**	8.2	•	•	0.2	2.2	11.3	7.3	11.7	4.6	8.5	5.9	6.8	9.1
Return on Equity **34**	9.8	•	•	•	•	16.1	9.1	17.9	2.1	10.5	5.2	6.1	12.5
Return Before Interest on Equity **35**	22.8	•	•	0.5	10.7	28.2	14.6	27.5	9.9	21.4	14.1	16.0	29.6
Profit Margin, Before Income Tax **36**	3.4	•	•	•	•	3.0	2.1	4.1	1.0	3.2	2.1	3.0	4.6
Profit Margin, After Income Tax **37**	2.5	•	•	•	•	2.2	1.8	3.5	0.5	2.4	1.4	1.9	3.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.6	75.5	76.7	77.1	77.0	76.6	76.4	73.4	74.9	76.0
Operating Margin (%) **39**	0.4	1.2	1.5	•	•	•	•	1.1	1.2	1.3
Oper. Margin Before Officers Comp. (%) **40**	1.8	2.6	2.8	0.6	1.1	•	0.3	2.4	2.6	2.6
Average Net Receivables ($) **41**	1250	1185	2223	1777	1777	1812	1782	1495	1443	2050
Average Inventories ($) **42**	1270	1167	1451	1399	1517	1507	1410	1414	1415	2036
Average Net Worth ($) **43**	2660	2342	2541	2213	2270	2112	1953	2700	2512	3556
Current Ratio (×1) **44**	2.0	2.0	2.2	2.0	2.0	1.9	1.8	1.6	1.8	2.0
Quick Ratio (×1) **45**	0.9	0.9	1.3	1.1	1.1	1.0	1.0	0.8	0.9	1.0
Coverage Ratio (×1) **46**	2.2	2.7	2.4	1.7	1.5	1.3	1.4	2.1	2.3	2.4
Asset Turnover (×1) **47**	1.5	1.5	1.2	1.4	1.5	1.4	1.4	1.3	1.4	1.4
Total Liabilities/Net Worth (×1) **48**	1.3	1.3	1.9	2.1	2.2	2.6	2.7	2.1	1.8	1.8
Return on Assets (×1) **49**	7.9	9.5	7.0	10.1	8.3	7.5	7.5	8.2	7.8	8.2
Return on Equity (%) **50**	5.0	8.1	7.4	8.9	5.6	3.2	4.4	9.7	9.1	9.8

OTHER TEXTILE MILL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1325	13	95	133	222	118	478	128	63	23	19	16	17
Revenues ($ in Thousands)														
Net Sales	2	28173797	32462	60079	109385	156033	276801	2173165	1808886	2246195	1593399	2074960	3659835	13982598
Portfolio Income	3	443793	11043	12	•	346	156	12428	2059	5600	3732	12436	17962	378019
Other Revenues	4	182984	94	•	•	•	92	16382	7191	11178	2501	18618	44525	82403
Total Revenues	5	28800574	43599	60091	109385	156379	277049	2201975	1818136	2262973	1599632	2106014	3722322	14443020
Average Total Revenues	6	21736	3354	633	822	704	2348	4607	14204	35920	69549	110843	232645	849589
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.1	81.1	58.1	90.1	48.9	78.8	74.3	75.6	78.3	78.4	75.8	75.6	74.1
Salaries and Wages	8	4.2	0.4	9.2	•	5.4	5.2	3.8	4.9	3.3	5.0	4.3	3.9	4.2
Taxes Paid	9	2.1	1.9	1.9	0.2	3.9	1.5	2.6	1.7	1.3	1.8	1.6	2.1	2.4
Interest Paid	10	2.3	•	1.0	1.0	0.5	0.5	0.8	1.1	1.2	1.3	1.1	1.3	3.6
Depreciation, Depletion, Amortization	11	3.2	2.0	0.3	•	4.1	1.1	2.8	2.1	1.8	2.2	2.9	3.4	3.8
Pensions and Other Benefits	12	1.7	•	•	•	2.1	0.6	1.8	1.0	1.5	1.3	1.2	1.7	2.0
Other	13	7.1	1.4	9.7	6.4	26.5	7.7	7.9	6.2	7.2	4.6	7.5	7.5	6.9
Officers Compensation	14	1.1	0.3	0.1	0.9	4.5	0.9	3.6	1.8	2.0	1.2	1.3	0.9	0.5
Operating Margin	15	3.3	12.8	19.7	1.6	4.1	3.9	2.3	5.5	3.3	4.3	4.3	3.8	2.6
Oper. Margin Before Officers Compensation	16	4.4	13.1	19.8	2.4	8.6	4.8	6.0	7.3	5.4	5.4	5.6	4.7	3.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3224	•	12	143	152	385	448	1912	4042	10483	14675	34066	140836
Inventories	18	3175	•	52	46	60	178	379	2131	5318	10832	17541	33737	132388
Net Property, Plant and Equipment	19	4680	•	15	•	78	73	581	1704	3909	8824	22173	47950	237655
Total Assets	20	14930	•	83	213	337	675	1905	6562	15714	37365	66563	148971	726066

Notes and Loans Payable **21**	5484	•	22	30	49	96	413	1511	3803	11596	15845	37590	319903
All Other Liabilities **22**	3809	•	69	104	131	204	468	1791	3825	7995	13396	37440	190652
Net Worth **23**	5637	•	-8	79	157	375	1023	3260	8087	17774	37322	73941	215511

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.3	•	1.0	2.1	1.4	2.3	2.0	2.1	2.3	2.2	2.4	2.2	2.4
Quick Ratio **25**	1.2	•	0.2	1.6	1.0	1.6	1.2	1.1	1.0	1.2	1.1	1.1	1.2
Net Sales to Working Capital **26**	5.1	•	•	7.5	11.8	7.1	8.0	5.7	5.9	5.1	4.8	5.4	4.7
Coverage Ratio **27**	3.4	•	•	2.7	9.3	8.4	5.7	6.4	4.5	4.6	6.2	5.4	2.7
Total Asset Turnover **28**	1.4	•	7.6	3.9	2.1	3.5	2.4	2.2	2.3	1.9	1.7	1.5	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	9.4	•	9.2
Receivables Turnover **30**	•	•	•	•	9.3	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	1.7	1.2	0.8	0.9	1.0	1.0	1.1	0.8	1.0	2.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.3	•	•	62.9	53.4	44.5	46.3	50.3	48.5	52.4	43.9	50.4	70.3
Return on Assets **33**	11.1	•	•	9.7	10.1	15.5	10.5	15.3	11.8	11.1	11.2	10.3	10.7
Return on Equity **34**	16.5	•	•	13.9	18.8	19.2	14.7	23.1	14.7	14.5	13.9	12.6	17.5
Return Before Interest on Equity **35**	29.4	•	•	26.2	21.7	28.0	19.5	30.8	23.0	23.3	19.9	20.8	•
Profit Margin, Before Income Tax **36**	5.5	•	19.7	1.6	4.3	3.9	3.6	6.0	4.1	4.7	5.7	5.5	5.9
Profit Margin, After Income Tax **37**	4.4	•	19.7	1.3	4.2	3.1	3.3	5.3	3.3	3.7	4.8	4.1	4.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.9	75.0	76.8	76.2	76.3	74.7	75.9	73.2	75.0	75.1
Operating Margin (%) **39**	2.8	3.1	3.8	0.9	1.9	1.6	3.3	4.0	4.1	3.3
Oper. Margin Before Officers Comp. (%) **40**	4.3	4.5	5.2	2.3	3.3	3.4	4.8	5.3	5.5	4.4
Average Net Receivables ($) **41**	1417	1850	1021	2345	2893	1384	1500	1749	1942	3224
Average Inventories ($) **42**	1395	1734	1099	1737	2312	1587	1613	1687	1855	3175
Average Net Worth ($) **43**	3019	3560	1989	3025	3752	2685	3091	3659	4106	5637
Current Ratio (x1) **44**	2.1	2.1	2.0	2.2	2.2	2.0	2.2	1.9	2.1	2.3
Quick Ratio (x1) **45**	1.1	1.1	1.0	1.3	1.3	1.0	1.1	1.0	1.1	1.2
Coverage Ratio (x1) **46**	3.6	4.0	4.5	2.2	2.3	2.7	3.5	4.0	4.2	3.4
Asset Turnover (x1) **47**	1.6	1.7	2.0	1.5	1.5	1.6	1.7	1.3	1.5	1.4
Operating Leverage **48**	1.7	1.1	1.2	0.3	2.1	0.9	2.0	1.2	1.0	0.8
Financial Leverage **49**	1.1	1.1	1.2	0.8	1.0	1.1	1.1	1.1	1.0	0.9
Total Leverage **50**	1.8	1.2	1.5	0.2	2.1	1.0	2.3	1.3	1.0	0.7

MEN'S AND BOY'S CLOTHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	947	27	209	292	138	•	103	76	53	16	12	12	9
Revenues ($ in Thousands)														
Net Sales	2	24421519	33504	4300	191180	157916	•	687858	1173650	2158053	1238232	1258991	2763578	14754257
Portfolio Income	3	463135	•	•	•	•	•	22	1096	2791	840	11260	29511	417617
Other Revenues	4	769607	847	•	259	•	•	569	3795	8688	45903	4840	32213	672493
Total Revenues	5	25654261	34351	4300	191439	157916	•	688449	1178541	2169532	1284975	1275091	2825302	15844367
Average Total Revenues	6	27090	1272	21	656	1144	•	6684	15507	40935	80311	106258	235442	1760485
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.9	•	22.6	41.9	75.2	•	79.2	71.0	78.8	71.8	75.5	68.8	66.2
Salaries and Wages	8	7.3	9.5	•	27.9	•	•	4.0	10.7	4.6	5.7	7.1	6.8	7.6
Taxes Paid	9	2.3	2.6	4.4	4.6	3.5	•	2.2	2.4	2.4	2.1	2.1	2.4	2.3
Interest Paid	10	2.3	6.8	•	0.6	0.8	•	1.9	1.0	0.8	1.7	1.8	2.0	2.8
Depreciation, Depletion, Amortization	11	2.4	3.8	•	2.7	2.7	•	0.7	0.9	0.9	1.6	1.1	1.8	3.1
Pensions and Other Benefits	12	1.8	0.4	0.5	0.3	•	•	1.5	2.6	1.7	1.6	1.3	2.9	1.6
Other	13	11.7	33.1	82.1	14.2	7.3	•	8.6	9.2	6.9	10.3	6.1	11.4	13.3
Officers Compensation	14	0.9	•	•	2.6	6.6	•	1.6	2.8	1.7	1.8	0.9	0.9	0.4
Operating Margin	15	2.5	•	•	5.4	4.1	•	0.3	•	2.2	3.5	4.3	3.1	2.7
Oper. Margin Before Officers Compensation	16	3.4	•	•	8.0	10.7	•	1.9	2.3	3.9	5.2	5.1	4.0	3.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3226	•	•	11	196	•	778	2133	5064	8319	21104	34661	190172
Inventories	18	4881	•	0	•	24	•	1207	2612	6347	11031	23166	66652	300541
Net Property, Plant and Equipment	19	3517	•	•	86	163	•	554	1107	1889	6498	8183	26986	279580
Total Assets	20	24117	•	1	169	456	•	3066	7055	16356	33094	62665	162740	1974755

Notes and Loans Payable **21**	6361	•	4	97	99	•	1010	3722	2870	8554	20371	44130	503484
All Other Liabilities **22**	6864	•	-0	31	142	•	827	2650	3807	6686	12615	41610	580588
Net Worth **23**	10892	•	-3	41	215	•	1229	684	9679	17854	29679	77001	890682

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.2	•	•	1.4	1.3	•	2.3	2.2	2.5	2.4	2.3	2.7	2.0
Quick Ratio **25**	0.9	•	•	1.4	1.2	•	0.9	1.0	1.2	1.2	1.1	1.0	0.9
Net Sales to Working Capital **26**	4.8	•	•	37.1	17.5	•	5.7	5.3	5.0	5.7	3.8	3.1	5.2
Coverage Ratio **27**	4.6	•	•	10.7	6.5	•	1.2	0.9	4.5	5.2	4.1	3.7	5.0
Total Asset Turnover **28**	1.1	•	•	3.9	2.5	•	2.2	2.2	2.5	2.3	1.7	1.4	0.8
Inventory Turnover **29**	7.3	•	•	•	•	•	8.8	8.4	•	•	6.8	4.8	7.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	10.0	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	3.1	1.1	•	1.5	9.3	0.7	0.9	1.1	1.1	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.8	•	•	75.6	52.8	•	59.9	90.3	40.8	46.1	52.6	52.7	54.9
Return on Assets **33**	11.2	•	•	23.6	12.2	•	5.0	1.9	8.7	21.0	12.0	10.3	11.6
Return on Equity **34**	13.0	•	•	•	21.4	•	1.5	•	9.1	27.8	14.3	11.8	13.2
Return Before Interest on Equity **35**	24.8	•	•	•	25.8	•	12.4	19.7	14.6	•	25.3	21.8	25.7
Profit Margin, Before Income Tax **36**	8.2	•	•	5.5	4.1	•	0.4	•	2.7	7.2	5.4	5.3	11.2
Profit Margin, After Income Tax **37**	5.5	•	•	5.5	4.0	•	0.3	•	2.2	6.4	4.0	3.9	7.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.4	69.7	71.7	72.4	71.5	71.7	70.4	69.0	68.9	68.9
Operating Margin (%) **39**	•	0.5	•	•	0.7	•	0.5	2.0	2.4	2.5
Oper. Margin Before Officers Comp. (%) **40**	0.7	1.9	0.9	1.1	1.9	•	1.6	3.4	3.4	3.4
Average Net Receivables ($) **41**	1363	1477	773	1269	1577	2379	3367	1751	1771	3226
Average Inventories ($) **42**	1732	1921	1280	1903	2606	3428	4639	2402	2775	4881
Average Net Worth ($) **43**	2684	2795	1739	2356	3372	6641	9550	4441	5451	10892
Current Ratio (x1) **44**	1.9	1.7	1.6	1.5	1.6	1.3	1.7	1.6	1.6	2.2
Quick Ratio (x1) **45**	0.9	0.7	0.6	0.6	0.6	0.5	0.7	0.7	0.6	0.9
Coverage Ratio (x1) **46**	1.9	1.9	1.5	2.4	2.3	2.0	2.6	3.6	4.4	4.6
Asset Turnover (x1) **47**	1.4	1.3	1.4	1.4	1.4	1.1	1.0	1.1	1.1	1.1
Total Liabilities/Net Worth (x1) **48**	1.5	1.9	1.8	2.0	1.8	1.5	1.5	1.5	1.3	1.2
Return on Assets (x1) **49**	6.8	9.5	9.1	13.6	12.9	10.2	11.9	10.7	12.0	11.2
Return on Equity (%) **50**	1.7	8.5	6.3	17.0	13.8	7.9	11.8	12.1	13.8	13.0

MEN'S AND BOY'S CLOTHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	535	•	•	228	138	•	35	52	41	12	9	•	•
Revenues ($ in Thousands)														
Net Sales	2	21637661	•	•	156951	157916	•	343048	931913	1630128	994650	1027051	•	•
Portfolio Income	3	439655	•	•	•	•	•	22	1063	2481	583	4194	•	•
Other Revenues	4	716963	•	•	•	•	•	403	1195	4464	45506	6731	•	•
Total Revenues	5	22794279	•	•	156951	157916	•	343473	934171	1637073	1040739	1037976	•	•
Average Total Revenues	6	42606	•	•	688	1144	•	9814	17965	39929	86728	115331	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.3	•	•	34.7	75.2	•	77.6	77.1	79.1	69.7	74.1	•	•
Salaries and Wages	8	6.9	•	•	29.8	•	•	1.4	4.5	3.0	5.9	6.0	•	•
Taxes Paid	9	2.3	•	•	3.9	3.5	•	3.2	1.7	2.2	2.1	2.2	•	•
Interest Paid	10	2.2	•	•	•	0.8	•	1.0	0.9	0.6	1.7	1.2	•	•
Depreciation, Depletion, Amortization	11	2.6	•	•	1.7	2.7	•	0.6	0.9	0.8	1.7	1.2	•	•
Pensions and Other Benefits	12	1.6	•	•	•	•	•	2.7	1.2	1.1	1.3	1.3	•	•
Other	13	11.3	•	•	15.3	7.3	•	3.1	8.4	6.9	10.8	6.9	•	•
Officers Compensation	14	0.8	•	•	2.7	6.6	•	1.9	2.5	1.8	2.0	0.8	•	•
Operating Margin	15	4.1	•	•	11.9	4.1	•	8.7	2.8	4.6	5.0	6.2	•	•
Oper. Margin Before Officers Compensation	16	4.9	•	•	14.6	10.7	•	10.6	5.3	6.4	6.9	7.1	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5006	•	•	•	196	•	923	2235	5541	8893	24597	•	•
Inventories	18	7449	•	•	•	24	•	664	3299	5617	9838	23891	•	•
Net Property, Plant and Equipment	19	5826	•	•	69	163	•	1445	693	1648	6416	9220	•	•
Total Assets	20	40063	•	•	161	456	•	4464	7500	16366	33689	64989	•	•

Notes and Loans Payable **21**	9806	•	•	45	99	•	1132	1781	2251	7455	18955	•	•
All Other Liabilities **22**	11396	•	•	31	142	•	529	2172	3433	6292	13269	•	•
Net Worth **23**	18861	•	•	84	215	•	2803	3548	10682	19942	32765	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	•	2.1	1.3	•	3.3	2.2	2.8	2.7	2.3	•	•
Quick Ratio **25**	0.9	•	•	2.0	1.2	•	2.0	0.9	1.4	1.5	1.1	•	•
Net Sales to Working Capital **26**	4.9	•	•	20.3	17.5	•	7.6	5.3	4.5	5.5	3.9	•	•
Coverage Ratio **27**	5.7	•	•	•	6.5	•	10.3	4.5	9.9	6.8	6.9	•	•
Total Asset Turnover **28**	1.0	•	•	4.3	2.5	•	2.2	2.4	2.4	2.5	1.8	•	•
Inventory Turnover **29**	7.4	•	•	•	•	•	•	8.4	•	•	7.1	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	9.3	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	0.9	1.1	•	0.6	1.1	0.5	0.7	1.0	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.9	•	•	47.5	52.8	•	37.2	52.7	34.7	40.8	49.6	•	•
Return on Assets **33**	12.5	•	•	•	12.2	•	21.4	9.4	13.6	27.7	14.7	•	•
Return on Equity **34**	15.2	•	•	•	21.4	•	30.1	14.2	16.0	35.6	19.1	•	•
Return Before Interest on Equity **35**	26.5	•	•	•	25.8	•	34.1	19.8	20.8	•	29.1	•	•
Profit Margin, Before Income Tax **36**	10.2	•	•	11.9	4.1	•	8.8	3.1	5.0	9.6	7.2	•	•
Profit Margin, After Income Tax **37**	7.1	•	•	11.9	4.0	•	8.6	2.8	4.3	8.6	5.5	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.7	68.9	71.5	70.7	70.0	69.4	68.1	68.0	67.5	68.3
Operating Margin (%) **39**	3.9	1.6	1.1	1.1	2.4	1.0	2.5	4.3	4.1	4.1
Oper. Margin Before Officers Comp. (%) **40**	5.6	3.0	3.1	2.5	3.6	2.0	3.7	5.7	5.0	4.9
Average Net Receivables ($) **41**	1253	1631	649	1738	1636	4947	7931	6759	4804	5006
Average Inventories ($) **42**	1671	2010	1115	2625	2767	7045	10814	9758	7430	7449
Average Net Worth ($) **43**	2262	3193	1571	3717	4069	16600	26134	20598	16710	18861
Current Ratio (×1) **44**	2.3	1.7	1.6	1.5	1.6	1.2	1.7	1.6	1.6	2.1
Quick Ratio (×1) **45**	1.0	0.8	0.6	0.6	0.6	0.5	0.8	0.7	0.6	0.9
Coverage Ratio (×1) **46**	5.2	2.2	2.2	2.9	2.8	2.5	3.2	4.7	5.6	5.7
Asset Turnover (×1) **47**	2.2	1.2	1.5	1.3	1.3	1.0	0.9	1.1	1.1	1.0
Operating Leverage **48**	1.2	0.4	0.7	1.0	2.1	0.4	2.7	1.7	1.0	1.0
Financial Leverage **49**	1.1	0.8	1.2	1.2	0.9	0.9	1.1	1.2	1.0	1.0
Total Leverage **50**	1.3	0.3	0.8	1.2	2.0	0.4	3.0	2.0	1.0	1.0

WOMEN'S AND CHILDREN'S CLOTHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4908	582	1772	293	848	458	634	134	128	28	16	9	5
Revenues ($ in Thousands)														
Net Sales	2	27199657	190498	309901	353506	836602	1396229	5318026	2553093	4788939	1919641	2423556	2060401	5049267
Portfolio Income	3	110063	2222	•	29	4912	49	7220	9813	15699	7795	7066	18101	37156
Other Revenues	4	433943	25479	24537	6	5714	7627	21803	91676	22584	49605	9004	103639	72270
Total Revenues	5	27743663	218199	334438	353541	847228	1403905	5347049	2654582	4827222	1977041	2439626	2182141	5158693
Average Total Revenues	6	5653	375	189	1207	999	3065	8434	19810	37713	70609	152477	242460	1031739
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.1	39.5	38.5	76.3	60.3	75.1	76.1	74.2	77.7	78.0	71.8	60.9	73.7
Salaries and Wages	8	7.2	20.6	24.1	1.5	14.9	5.1	5.2	7.6	5.1	7.1	6.4	10.1	8.4
Taxes Paid	9	2.0	6.0	4.8	2.3	2.8	4.5	1.9	2.8	1.1	1.5	1.7	2.5	1.6
Interest Paid	10	1.4	2.2	0.3	0.2	0.9	1.1	1.0	1.3	1.5	2.4	1.6	2.6	1.3
Depreciation, Depletion, Amortization	11	0.9	1.0	3.5	1.4	1.2	0.3	0.5	0.5	0.6	1.0	0.7	2.2	1.3
Pensions and Other Benefits	12	1.3	5.9	0.3	•	0.7	5.1	1.0	0.5	0.7	0.9	0.7	2.0	1.7
Other	13	10.2	24.2	37.5	18.0	15.4	9.1	9.7	11.3	8.2	8.2	9.3	13.5	8.5
Officers Compensation	14	2.8	11.1	6.2	2.4	4.6	2.4	4.0	3.9	3.9	2.1	1.8	2.0	0.6
Operating Margin	15	1.1	•	•	•	•	•	0.7	•	1.2	•	6.0	4.3	3.0
Oper. Margin Before Officers Compensation	16	3.9	0.7	•	0.4	3.8	•	4.7	2.0	5.1	0.9	7.8	6.3	3.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	705	•	7	57	132	167	757	1965	4228	9449	14546	28120	241516
Inventories	18	895	•	11	35	99	207	1127	2940	6512	13634	25055	50391	200793
Net Property, Plant and Equipment	19	261	•	13	38	64	74	159	549	1375	4642	6326	22621	74757
Total Assets	20	2534	•	41	178	394	596	2459	7483	14919	37059	68249	147402	755757

Notes and Loans Payable **21**	708	•	17	84	130	198	592	2505	4676	15140	24779	63014	104324
All Other Liabilities **22**	928	•	24	51	94	311	1091	2639	4694	8844	16230	27603	374693
Net Worth **23**	898	•	-0	44	170	87	776	2338	5549	13075	27240	56785	276741

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	1.2	1.7	2.9	1.4	1.7	1.8	1.8	1.8	2.0	2.7	1.5
Quick Ratio **25**	0.8	•	0.7	1.1	1.7	0.7	0.7	0.7	0.7	0.7	0.8	1.2	0.8
Net Sales to Working Capital **26**	6.7	•	41.0	30.0	4.9	20.2	9.3	7.1	6.8	5.4	5.5	3.8	6.1
Coverage Ratio **27**	3.1	2.9	•	•	1.5	•	2.3	2.7	2.3	1.8	5.1	4.9	4.9
Total Asset Turnover **28**	2.2	•	4.3	6.8	2.5	5.1	3.4	2.6	2.5	1.9	2.2	1.6	1.3
Inventory Turnover **29**	9.1	•	•	•	•	•	•	9.6	8.9	7.9	8.7	5.5	7.4
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.4
Total Liabilities to Net Worth **31**	1.8	•	•	3.1	1.3	5.9	2.2	2.2	1.7	1.8	1.5	1.6	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.6	•	•	75.4	57.0	85.5	68.5	68.8	62.8	64.7	60.1	61.5	63.4
Return on Assets **33**	9.8	•	•	•	3.4	•	7.8	8.7	8.6	7.9	18.3	19.9	8.3
Return on Equity **34**	14.2	•	•	•	2.4	•	10.5	13.7	11.8	7.1	34.0	35.7	10.3
Return Before Interest on Equity **35**	27.6	•	•	•	7.9	•	24.6	27.8	23.1	22.3	•	•	22.8
Profit Margin, Before Income Tax **36**	3.0	4.1	•	•	0.5	•	1.3	2.1	2.0	1.8	6.6	10.2	5.0
Profit Margin, After Income Tax **37**	2.3	1.6	•	•	0.4	•	1.0	1.7	1.8	1.4	6.1	8.9	2.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.5	70.3	73.0	72.2	72.5	73.1	73.9	73.4	73.6	73.1
Operating Margin (%) **39**	1.1	1.2	0.4	•	•	0.7	0.3	0.9	0.9	1.1
Oper. Margin Before Officers Comp. (%) **40**	3.8	3.6	2.9	1.9	2.6	4.1	3.1	4.3	4.0	3.9
Average Net Receivables ($) **41**	489	548	621	543	529	514	556	588	633	705
Average Inventories ($) **42**	558	749	756	645	715	661	759	755	839	895
Average Net Worth ($) **43**	707	1168	1097	909	949	584	670	732	831	898
Current Ratio (x1) **44**	1.7	1.4	1.7	1.9	1.7	1.6	1.7	1.8	1.9	1.8
Quick Ratio (x1) **45**	0.8	0.6	0.7	0.8	0.7	0.7	0.7	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.8	2.8	2.3	2.1	2.2	2.1	2.1	2.9	3.0	3.1
Asset Turnover (x1) **47**	2.3	1.6	1.7	1.7	1.7	2.5	2.4	2.4	2.3	2.2
Total Liabilities/Net Worth (x1) **48**	1.5	1.5	1.7	1.9	1.9	2.4	2.1	2.0	1.9	1.8
Return on Assets (x1) **49**	10.6	7.7	8.6	10.6	11.0	11.1	9.8	10.1	9.2	9.8
Return on Equity (%) **50**	8.5	6.6	7.7	10.2	12.1	13.5	11.2	14.9	13.2	14.2

WOMEN'S AND CHILDREN'S CLOTHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2270	220	277	197	578	236	539	87	91	20	13	•	•
Revenues ($ in Thousands)														
Net Sales	2	22025750	118962	29804	300424	498429	809252	4902742	1802777	3704314	1448738	1937948	•	•
Portfolio Income	3	96318	175	•	21	4356	38	7022	9786	12833	2827	6356	•	•
Other Revenues	4	391725	25434	•	7	4337	6565	20574	89463	17670	48309	7679	•	•
Total Revenues	5	22513793	144571	29804	300452	507122	815855	4930338	1902026	3734817	1499874	1951983	•	•
Average Total Revenues	6	9918	657	108	1525	877	3457	9147	21862	41042	74994	150153	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.3	19.1	41.0	78.7	48.5	66.6	75.9	72.6	76.9	78.2	72.0	•	•
Salaries and Wages	8	6.8	29.6	•	0.6	22.5	6.0	4.8	6.3	5.0	6.6	5.2	•	•
Taxes Paid	9	2.0	6.7	0.4	2.6	1.4	6.4	1.8	3.2	1.2	1.5	1.9	•	•
Interest Paid	10	1.3	3.0	•	0.3	0.6	0.5	0.9	1.2	1.2	2.0	1.2	•	•
Depreciation, Depletion, Amortization	11	0.8	0.4	0.2	1.4	1.3	0.4	0.4	0.4	0.6	0.7	0.6	•	•
Pensions and Other Benefits	12	1.3	5.0	•	•	1.1	7.5	1.0	0.5	0.7	0.9	0.7	•	•
Other	13	9.5	28.7	27.7	12.9	14.6	11.2	9.2	12.2	7.9	7.0	8.1	•	•
Officers Compensation	14	2.8	17.1	•	2.8	5.5	1.3	4.0	4.0	4.1	2.2	2.0	•	•
Operating Margin	15	3.1	•	30.6	0.9	4.6	•	1.9	•	2.6	1.0	8.3	•	•
Oper. Margin Before Officers Compensation	16	6.0	7.5	30.6	3.7	10.1	1.3	6.0	3.7	6.6	3.3	10.3	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1311	•	•	26	120	222	779	2201	4860	9462	15539	•	•
Inventories	18	1564	•	16	52	87	178	1176	2856	6929	14709	24278	•	•
Net Property, Plant and Equipment	19	432	•	0	55	53	46	163	456	1129	4474	5330	•	•
Total Assets	20	4483	•	21	202	382	630	2578	7565	15332	38030	67134	•	•

Notes and Loans Payable **21**	1148	•	4	124	96	156	565	2432	4007	16666	20675	•	•
All Other Liabilities **22**	1560	•	•	73	122	387	1104	2968	5313	8586	14262	•	•
Net Worth **23**	1776	•	17	5	164	87	910	2164	6012	12778	32197	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	1.0	2.5	1.3	1.8	1.8	1.8	1.8	2.2	•	•
Quick Ratio **25**	0.8	•	•	0.4	1.5	0.6	0.7	0.8	0.8	0.6	0.9	•	•
Net Sales to Working Capital **26**	6.5	•	5.2	•	4.7	30.5	9.1	7.8	7.0	5.5	4.9	•	•
Coverage Ratio **27**	5.1	5.0	•	4.4	12.1	2.8	3.7	5.2	3.8	3.3	8.3	•	•
Total Asset Turnover **28**	2.2	•	5.1	7.5	2.3	5.5	3.5	2.7	2.7	1.9	2.2	•	•
Inventory Turnover **29**	9.0	•	5.4	•	9.6	•	•	•	9.0	7.7	8.9	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.3	37.7	1.3	6.2	1.8	2.5	1.6	2.0	1.1	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.4	•	20.7	97.4	57.1	86.2	64.7	71.4	60.8	66.4	52.1	•	•
Return on Assets **33**	14.2	•	•	8.6	15.6	7.5	12.0	17.6	12.2	12.5	22.7	•	•
Return on Equity **34**	24.0	•	•	•	32.7	32.7	21.7	•	21.1	22.4	38.6	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	34.1	•	31.2	•	•	•	•
Profit Margin, Before Income Tax **36**	5.3	11.9	30.6	0.9	6.3	0.9	2.5	5.2	3.4	4.6	9.0	•	•
Profit Margin, After Income Tax **37**	4.4	8.0	30.6	0.9	6.2	0.8	2.2	4.5	3.1	4.0	8.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.0	69.4	71.2	71.2	71.8	72.1	71.9	72.4	72.1	72.3
Operating Margin (%) **39**	4.3	4.3	3.6	2.3	2.9	3.8	3.7	4.1	3.6	3.1
Oper. Margin Before Officers Comp. (%) **40**	7.0	6.8	6.2	4.8	5.5	7.7	6.7	7.7	6.9	6.0
Average Net Receivables ($) **41**	827	910	1032	1191	946	955	1101	826	1192	1311
Average Inventories ($) **42**	895	1196	1150	1351	1272	1175	1415	977	1499	1564
Average Net Worth ($) **43**	1331	2321	2259	2467	2136	1385	1734	1254	1582	1776
Current Ratio (×1) **44**	1.8	1.5	1.8	2.0	2.0	1.8	1.9	2.0	1.9	1.8
Quick Ratio (×1) **45**	0.9	0.6	0.8	0.9	0.8	0.8	0.8	1.0	0.9	0.8
Coverage Ratio (×1) **46**	5.6	5.2	4.2	3.2	3.5	4.2	5.4	6.2	5.2	5.1
Asset Turnover (×1) **47**	2.3	1.7	1.7	1.6	1.6	2.6	2.4	2.5	2.3	2.2
Operating Leverage **48**	1.3	1.0	0.8	0.7	1.2	1.4	1.0	1.1	0.9	0.9
Financial Leverage **49**	1.0	1.0	1.0	0.9	1.1	1.1	1.1	1.0	1.0	1.0
Total Leverage **50**	1.3	1.0	0.8	0.6	1.3	1.5	1.1	1.1	0.9	0.9

OTHER APPAREL AND ACCESSORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5713	492	2624	1132	828	200	314	49	42	11	12	4	5
Revenues ($ in Thousands)														
Net Sales	2	11159040	70420	367319	1131771	553017	215290	1486437	923089	1369892	798754	1145852	1072949	2024249
Portfolio Income	3	61349	117	1679	445	279	10	27900	430	4821	756	6660	10812	7442
Other Revenues	4	142025	36258	3470	3811	554	87	15622	26105	4324	1163	13841	6297	30491
Total Revenues	5	11362414	106795	372468	1136027	553850	215387	1529959	949624	1379037	800673	1166353	1090058	2062182
Average Total Revenues	6	1989	217	142	1004	669	1077	4872	19380	32834	72788	97196	272514	412436
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.5	79.3	65.5	72.2	71.2	64.6	68.0	80.0	76.5	69.6	71.9	68.7	64.8
Salaries and Wages	8	6.9	18.3	9.1	5.9	5.0	3.8	8.0	6.2	5.1	5.9	4.9	6.2	10.3
Taxes Paid	9	2.4	6.8	1.5	3.4	2.3	3.4	2.6	0.8	2.0	2.2	1.8	3.2	2.3
Interest Paid	10	2.5	21.1	1.0	0.3	1.2	0.6	1.9	2.1	2.8	1.6	2.9	4.2	3.4
Depreciation, Depletion, Amortization	11	2.1	8.8	1.6	1.6	3.2	3.7	2.8	0.5	2.1	1.6	2.0	2.0	2.3
Pensions and Other Benefits	12	1.2	2.3	0.4	0.2	0.7	0.8	1.4	1.3	0.8	2.1	1.1	3.1	0.8
Other	13	14.1	58.0	18.3	11.7	16.9	17.0	15.2	7.3	10.1	12.2	14.8	16.1	16.2
Officers Compensation	14	2.4	3.8	3.1	5.0	4.1	4.6	5.2	1.0	2.5	0.9	1.4	1.3	0.5
Operating Margin	15	•	•	•	•	•	1.6	•	0.9	•	4.0	•	•	•
Oper. Margin Before Officers Compensation	16	0.4	•	2.6	4.8	•	6.2	0.2	1.9	0.8	4.9	0.6	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	250	•	5	53	102	117	527	1721	4642	8778	12715	45500	74194
Inventories	18	349	•	3	47	107	230	964	3955	5584	11954	21415	54030	92549
Net Property, Plant and Equipment	19	166	•	5	62	85	84	235	827	2702	7434	11028	27430	45515
Total Assets	20	1114	•	20	194	350	716	2341	7011	15840	35939	64454	171366	412489

Notes and Loans Payable **21**	501	•	34	53	180	390	1047	2079	7806	15599	24830	134529	144302
All Other Liabilities **22**	354	•	6	56	100	245	869	2322	5577	8146	15931	41857	148294
Net Worth **23**	259	•	-21	85	70	81	425	2610	2456	12194	23693	-5020	119893

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.8	1.8	1.7	1.9	1.6	1.8	1.4	1.8	1.9	1.5	2.1
Quick Ratio **25**	0.7	•	1.4	1.0	0.9	0.5	0.6	0.6	0.6	0.8	0.8	0.8	0.8
Net Sales to Working Capital **26**	6.7	•	24.5	18.1	6.4	4.4	6.5	7.3	10.6	6.6	5.2	6.8	4.2
Coverage Ratio **27**	1.0	•	1.9	1.8	•	3.6	•	2.8	0.6	3.6	1.3	0.3	1.5
Total Asset Turnover **28**	1.8	•	7.0	5.2	1.9	1.5	2.0	2.7	2.1	2.0	1.5	1.6	1.0
Inventory Turnover **29**	7.9	•	•	•	8.9	6.1	6.7	7.6	8.9	8.5	6.4	6.8	5.7
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.3	•	•	1.3	4.0	7.9	4.5	1.7	5.5	2.0	1.7	•	2.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.8	•	•	56.1	80.0	88.7	81.8	62.8	84.5	66.1	63.2	•	70.9
Return on Assets **33**	4.1	•	12.8	2.3	•	3.4	•	15.7	3.7	12.0	5.7	1.8	4.8
Return on Equity **34**	•	•	•	1.4	•	12.6	•	26.4	•	21.1	•	•	3.2
Return Before Interest on Equity **35**	17.5	•	•	5.2	•	29.8	•	•	23.6	•	15.6	•	16.5
Profit Margin, Before Income Tax **36**	•	•	0.9	0.2	•	1.6	•	3.8	•	4.3	0.9	•	1.6
Profit Margin, After Income Tax **37**	•	•	0.9	0.1	•	1.0	•	3.7	•	3.5	•	•	1.0

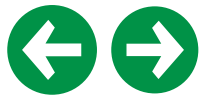
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.9	72.7	70.9	68.2	68.5	69.6	70.1	69.4	69.6	70.5
Operating Margin (%) **39**	0.2	•	•	•	•	•	•	0.6	•	•
Oper. Margin Before Officers Comp. (%) **40**	3.2	2.3	2.8	3.3	2.7	1.7	1.8	3.1	2.4	0.4
Average Net Receivables ($) **41**	177	224	247	458	324	300	268	276	305	250
Average Inventories ($) **42**	278	349	378	640	482	409	375	402	418	349
Average Net Worth ($) **43**	273	276	288	441	303	294	309	399	396	259
Current Ratio (×1) **44**	1.7	1.7	1.6	1.8	1.7	1.7	1.8	2.0	1.7	1.7
Quick Ratio (×1) **45**	0.8	0.7	0.7	0.7	0.7	0.8	0.8	0.8	0.7	0.7
Coverage Ratio (×1) **46**	1.7	1.2	1.6	1.4	1.1	1.2	1.2	1.8	1.7	1.0
Asset Turnover (×1) **47**	2.0	1.9	1.9	1.5	1.6	1.8	1.8	2.0	1.7	1.8
Total Liabilities/Net Worth (×1) **48**	1.8	2.5	2.7	3.5	3.8	3.4	2.9	2.2	2.5	3.3
Return on Assets (×1) **49**	6.8	5.2	6.6	5.9	6.5	8.2	7.4	8.9	7.1	4.1
Return on Equity (%) **50**	1.3	•	5.5	4.6	•	3.5	2.7	9.9	7.3	•

OTHER APPAREL AND ACCESSORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3501	•	1977	606	477	100	236	49	34	8	8	•	•
Revenues ($ in Thousands)														
Net Sales	2	8160829	•	323589	637629	380833	184679	990341	923089	1070379	621861	850837	•	•
Portfolio Income	3	47921	•	1628	78	279	10	20843	430	621	694	6350	•	•
Other Revenues	4	99035	•	3247	•	548	87	28108	26105	4042	163	11122	•	•
Total Revenues	5	8307785	•	328464	637707	381660	184776	1039292	949624	1075042	622718	868309	•	•
Average Total Revenues	6	2373	•	166	1052	800	1848	4404	19380	31619	77840	108539	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.1	•	59.2	80.3	65.7	72.0	64.8	80.0	73.6	71.1	70.6	•	•
Salaries and Wages	8	6.4	•	9.3	2.4	2.7	3.2	9.8	6.2	5.0	5.5	5.0	•	•
Taxes Paid	9	1.8	•	1.5	1.0	2.5	2.3	1.9	0.8	1.9	2.2	2.2	•	•
Interest Paid	10	2.1	•	1.0	0.2	0.8	0.7	1.4	2.1	2.7	1.6	2.6	•	•
Depreciation, Depletion, Amortization	11	1.9	•	0.9	1.1	2.5	1.0	3.7	0.5	1.6	1.5	2.4	•	•
Pensions and Other Benefits	12	1.2	•	0.5	0.2	0.3	0.9	1.5	1.3	0.6	2.2	1.4	•	•
Other	13	11.0	•	18.3	6.8	17.9	12.2	9.9	7.3	9.1	8.7	9.9	•	•
Officers Compensation	14	2.3	•	3.2	4.5	4.3	4.0	5.8	1.0	2.7	0.8	1.6	•	•
Operating Margin	15	3.3	•	6.2	3.7	3.3	3.8	1.4	0.9	2.8	6.5	4.4	•	•
Oper. Margin Before Officers Compensation	16	5.6	•	9.4	8.1	7.6	7.8	7.2	1.9	5.5	7.3	6.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	325	•	7	77	115	190	527	1721	4972	9301	13646	•	•
Inventories	18	417	•	3	53	79	284	640	3955	5745	12755	23599	•	•
Net Property, Plant and Equipment	19	183	•	2	22	68	37	183	827	2107	8703	12366	•	•
Total Assets	20	1265	•	20	183	330	579	1981	7011	15556	36976	63484	•	•



Notes and Loans Payable **21**	493	•	36	45	130	130	761	2079	7846	12562	18750	•	•
All Other Liabilities **22**	310	•	8	76	61	267	462	2322	4483	8342	10236	•	•
Net Worth **23**	463	•	-25	61	139	181	758	2610	3228	16072	34498	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	1.9	1.5	2.4	1.8	2.1	1.8	1.6	2.4	3.0	•	•
Quick Ratio **25**	0.9	•	1.5	0.9	1.4	0.8	0.9	0.6	0.7	1.1	1.2	•	•
Net Sales to Working Capital **26**	5.4	•	21.1	19.2	5.4	8.1	4.8	7.3	7.1	5.3	3.9	•	•
Coverage Ratio **27**	3.4	•	8.5	•	5.5	6.3	5.7	2.8	2.2	5.2	3.5	•	•
Total Asset Turnover **28**	1.9	•	8.3	5.8	2.4	3.2	2.1	2.7	2.0	2.1	1.7	•	•
Inventory Turnover **29**	7.8	•	•	•	•	9.4	8.5	7.6	8.1	8.7	6.4	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	2.0	1.4	2.2	1.6	1.7	3.8	1.3	0.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.4	•	•	66.6	57.9	68.7	61.8	62.8	79.3	56.5	45.7	•	•
Return on Assets **33**	13.3	•	•	22.7	10.5	14.7	16.3	15.7	11.9	17.1	15.1	•	•
Return on Equity **34**	22.6	•	•	•	16.2	31.6	34.4	26.4	26.2	27.3	14.2	•	•
Return Before Interest on Equity **35**	•	•	•	•	24.9	•	•	•	•	•	27.7	•	•
Profit Margin, Before Income Tax **36**	5.1	•	7.7	3.7	3.6	3.9	6.3	3.8	3.2	6.6	6.5	•	•
Profit Margin, After Income Tax **37**	4.5	•	7.7	3.6	2.8	3.1	6.2	3.7	2.7	5.7	4.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.8	71.0	70.8	67.3	68.2	68.8	69.5	69.7	67.8	70.1
Operating Margin (%) **39**	3.9	2.8	2.8	3.1	4.3	3.3	4.0	4.1	3.5	3.3
Oper. Margin Before Officers Comp. (%) **40**	7.1	6.6	5.7	7.9	8.1	6.3	7.0	6.7	6.7	5.6
Average Net Receivables ($) **41**	316	251	335	518	461	427	408	493	473	325
Average Inventories ($) **42**	423	339	559	728	623	574	557	669	599	417
Average Net Worth ($) **43**	560	338	543	633	613	733	630	753	735	463
Current Ratio (×1) **44**	1.8	1.7	1.7	1.8	1.9	2.1	2.1	2.1	2.0	2.0
Quick Ratio (×1) **45**	0.9	0.8	0.7	0.8	0.8	1.0	1.0	1.0	0.9	0.9
Coverage Ratio (×1) **46**	4.2	3.8	3.3	3.3	3.4	3.4	3.3	3.6	3.7	3.4
Asset Turnover (×1) **47**	2.1	2.4	2.0	1.9	1.9	2.0	2.0	2.2	1.8	1.9
Operating Leverage **48**	1.1	0.7	1.0	1.1	1.4	0.8	1.2	1.0	0.9	0.9
Financial Leverage **49**	1.1	1.0	1.1	1.1	1.0	1.1	1.0	1.0	1.0	1.0
Total Leverage **50**	1.1	0.7	1.1	1.2	1.4	0.8	1.2	1.1	0.9	0.9

MISCELLANEOUS FABRICATED TEXTILE PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7662	341	3015	1814	908	731	643	78	90	25	10	4	3
Revenues ($ in Thousands)														
Net Sales	2	15299758	314234	353964	1229107	894429	1295340	3301731	1010019	2739791	1535779	1308867	567239	749257
Portfolio Income	3	106926	48883	533	2814	1543	638	5961	1328	2237	11161	3589	15794	12445
Other Revenues	4	81072	3517	30	1333	792	9998	7167	10403	15380	13032	11189	5821	2411
Total Revenues	5	15487756	366634	354527	1233254	896764	1305976	3314859	1021750	2757408	1559972	1323645	588854	764113
Average Total Revenues	6	2021	1075	118	680	988	1787	5155	13099	30638	62399	132364	147214	254704
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.8	61.7	33.1	59.0	66.1	65.2	74.4	77.5	73.8	76.6	73.8	70.4	73.7
Salaries and Wages	8	5.6	3.0	8.5	8.5	4.4	7.6	5.0	4.5	5.1	5.0	4.1	8.3	5.8
Taxes Paid	9	2.5	3.1	4.1	5.6	3.1	3.3	2.4	2.1	1.7	1.9	1.9	1.1	2.2
Interest Paid	10	1.4	2.7	0.7	0.5	1.1	1.1	1.0	2.1	1.1	1.7	0.9	2.3	5.0
Depreciation, Depletion, Amortization	11	2.1	7.3	1.8	1.5	1.8	2.5	1.8	1.8	1.4	2.2	1.9	2.9	4.2
Pensions and Other Benefits	12	1.4	0.4	0.2	0.3	1.0	1.3	1.8	0.8	1.1	1.8	2.2	1.4	2.6
Other	13	11.6	20.4	54.9	15.2	16.4	12.9	7.7	7.1	10.2	6.7	7.6	10.4	18.8
Officers Compensation	14	3.5	0.3	4.7	6.6	7.4	5.4	4.6	3.3	2.5	1.8	0.8	0.9	0.6
Operating Margin	15	1.3	1.1	•	3.0	•	1.0	1.3	0.9	3.1	2.4	6.9	2.4	•
Oper. Margin Before Officers Compensation	16	4.8	1.4	•	9.6	6.3	6.3	5.9	4.2	5.6	4.2	7.7	3.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	250	•	2	32	88	217	586	2466	3636	9198	19792	19163	70497
Inventories	18	261	•	4	34	70	163	622	2342	5425	8142	16813	25066	66575
Net Property, Plant and Equipment	19	213	•	6	30	107	138	521	995	2205	9269	18134	27589	76132
Total Assets	20	982	•	24	171	339	661	2158	6923	14807	35075	71904	137288	316702

Notes and Loans Payable **21**	374	•	48	55	190	271	782	3401	3041	11389	14905	40488	203402
All Other Liabilities **22**	255	•	4	43	79	293	672	1531	3839	8938	16228	29693	57923
Net Worth **23**	354	•	-29	73	70	97	703	1992	7928	14748	40770	67108	55377

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	3.9	3.0	1.9	1.1	1.5	1.9	2.5	1.6	2.3	1.9	2.4
Quick Ratio **25**	1.0	•	3.0	2.0	1.1	0.7	0.8	0.9	1.1	0.9	1.4	1.0	1.2
Net Sales to Working Capital **26**	6.7	•	10.4	8.3	11.2	45.6	10.4	5.7	4.6	8.4	4.7	3.6	2.7
Coverage Ratio **27**	2.8	7.7	•	7.2	0.2	2.7	2.7	2.0	4.3	3.4	10.5	3.8	•
Total Asset Turnover **28**	2.0	•	5.0	4.0	2.9	2.7	2.4	1.9	2.1	1.8	1.8	1.0	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	8.6	8.3	•	•	8.0	5.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	7.1
Total Liabilities to Net Worth **31**	1.8	•	•	1.3	3.9	5.8	2.1	2.5	0.9	1.4	0.8	1.1	4.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.0	•	•	57.1	79.4	85.4	67.4	71.2	46.5	58.0	43.3	51.1	82.5
Return on Assets **33**	7.9	•	•	15.1	0.5	7.5	6.3	7.9	10.0	9.9	16.2	8.8	•
Return on Equity **34**	11.0	•	32.1	28.3	•	31.2	9.0	11.6	12.4	14.6	19.7	8.4	•
Return Before Interest on Equity **35**	21.9	•	28.8	•	2.5	•	19.4	27.4	18.6	23.5	28.5	18.0	•
Profit Margin, Before Income Tax **36**	2.5	17.8	•	3.3	•	1.8	1.7	2.1	3.7	4.0	8.0	6.2	•
Profit Margin, After Income Tax **37**	2.0	17.7	•	3.1	•	1.7	1.2	1.8	3.2	3.5	6.2	4.0	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.1	71.1	71.9	72.7	72.7	73.0	73.3	72.1	70.5	70.8
Operating Margin (%) **39**	0.9	1.1	1.1	0.4	•	•	•	1.3	1.4	1.3
Oper. Margin Before Officers Comp. (%) **40**	3.9	4.1	4.4	4.3	2.6	3.4	3.0	5.0	5.2	4.8
Average Net Receivables ($) **41**	323	309	253	257	211	254	218	255	255	250
Average Inventories ($) **42**	380	390	341	357	260	317	259	297	286	261
Average Net Worth ($) **43**	482	470	341	313	234	344	327	432	417	354
Current Ratio (x1) **44**	1.9	2.0	1.8	1.8	1.7	1.9	1.9	2.0	1.9	1.9
Quick Ratio (x1) **45**	0.9	0.9	0.8	0.8	0.8	0.9	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	2.4	2.5	2.8	1.9	1.0	1.5	1.9	2.9	3.1	2.8
Asset Turnover (x1) **47**	2.3	2.1	2.2	2.2	2.2	2.2	2.1	2.0	2.0	2.0
Total Liabilities/Net Worth (x1) **48**	1.5	1.6	1.9	2.2	2.3	1.7	1.7	1.4	1.6	1.8
Return on Assets (x1) **49**	8.1	8.9	9.8	8.3	4.5	6.4	6.2	7.6	7.2	7.9
Return on Equity (%) **50**	5.4	6.8	14.3	9.1	•	3.9	5.2	9.3	9.4	11.0

MISCELLANEOUS FABRICATED TEXTILE PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4078	132	1013	1281	542	513	431	60	71	20	10	4	•
Revenues ($ in Thousands)														
Net Sales	2	12206979	296660	294839	1046638	669425	1012316	2213799	772539	2299452	1398732	1308867	893713	•
Portfolio Income	3	75973	39424	•	2555	379	635	4500	32	1951	9557	3589	13354	•
Other Revenues	4	67903	3517	•	1148	972	9944	5332	10385	9758	11905	11189	3748	•
Total Revenues	5	12350855	339601	294839	1050341	670776	1022895	2223631	782956	2311161	1420194	1323645	910815	•
Average Total Revenues	6	3029	2573	291	820	1238	1994	5159	13049	32552	71010	132364	227704	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.5	58.9	33.5	58.7	61.0	64.5	73.8	76.7	71.4	75.3	73.8	72.7	•
Salaries and Wages	8	5.3	2.3	8.9	7.5	3.7	7.5	4.4	3.9	5.4	5.1	4.1	6.4	•
Taxes Paid	9	2.6	3.1	4.2	5.7	2.8	3.6	2.6	2.1	1.8	1.9	1.9	1.4	•
Interest Paid	10	1.0	2.8	0.1	0.2	0.6	1.0	0.9	2.0	0.8	1.3	0.9	2.0	•
Depreciation, Depletion, Amortization	11	1.9	7.7	1.6	1.5	1.0	2.2	1.6	1.9	1.5	2.3	1.9	2.4	•
Pensions and Other Benefits	12	1.4	0.4	•	0.3	1.1	1.5	1.7	1.0	1.3	1.6	2.2	1.4	•
Other	13	10.6	20.3	48.0	14.4	17.5	10.9	6.3	7.1	10.3	6.9	7.6	9.6	•
Officers Compensation	14	3.5	0.3	2.0	7.1	9.1	5.5	4.4	3.4	2.6	1.8	0.8	0.8	•
Operating Margin	15	4.3	4.4	1.7	4.6	3.3	3.4	4.3	2.1	5.0	3.8	6.9	3.6	•
Oper. Margin Before Officers Compensation	16	7.8	4.7	3.6	11.7	12.4	8.9	8.8	5.4	7.6	5.6	7.7	4.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	359	•	4	38	119	216	636	2342	4042	9274	19792	37948	•
Inventories	18	358	•	3	26	80	135	516	2291	5532	9791	16813	48386	•
Net Property, Plant and Equipment	19	283	•	11	31	90	130	545	1150	2289	8419	18134	42599	•
Total Assets	20	1314	•	40	183	351	676	2089	6868	15052	34475	71904	188875	•

Notes and Loans Payable **21**	365	•	21	33	96	178	627	3641	2553	8730	14905	71876	•
All Other Liabilities **22**	329	•	7	55	58	272	549	1122	3900	9727	16228	38968	•
Net Worth **23**	620	•	12	95	196	227	914	2105	8600	16018	40770	78031	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	3.7	2.5	2.4	1.6	1.8	2.2	2.5	1.7	2.3	2.4	•
Quick Ratio **25**	1.2	•	3.3	1.8	1.5	1.0	1.0	1.1	1.2	0.9	1.4	1.2	•
Net Sales to Working Capital **26**	6.3	•	15.0	10.5	9.4	12.5	8.0	5.0	4.8	7.9	4.7	3.0	•
Coverage Ratio **27**	6.3	7.8	14.9	•	6.5	5.6	6.2	2.7	8.0	5.1	10.5	3.8	•
Total Asset Turnover **28**	2.3	•	7.3	4.5	3.5	2.9	2.5	1.9	2.2	2.0	1.8	1.2	•
Inventory Turnover **29**	•	•	•	•	•	•	•	8.6	8.4	•	•	6.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	2.4	0.9	0.8	2.0	1.3	2.3	0.8	1.2	0.8	1.4	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.8	•	70.7	47.9	44.1	66.5	56.3	69.4	42.9	53.5	43.3	58.7	•
Return on Assets **33**	14.8	•	12.9	23.0	14.3	15.8	13.8	10.1	13.5	13.5	16.2	8.8	•
Return on Equity **34**	23.0	•	37.2	•	20.6	38.1	22.9	18.4	18.4	21.0	19.7	10.4	•
Return Before Interest on Equity **35**	31.3	•	•	•	25.6	•	31.6	33.1	23.6	29.1	28.5	21.4	•
Profit Margin, Before Income Tax **36**	5.5	18.9	1.7	5.0	3.5	4.5	4.7	3.4	5.5	5.4	8.0	5.5	•
Profit Margin, After Income Tax **37**	4.8	18.8	1.5	4.7	3.3	4.4	4.1	3.0	4.9	4.8	6.2	3.6	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.9	70.0	72.0	71.3	71.0	72.2	72.5	72.2	69.0	69.5
Operating Margin (%) **39**	3.3	3.4	2.9	3.3	3.4	3.5	1.9	4.0	4.2	4.3
Oper. Margin Before Officers Comp. (%) **40**	6.0	6.4	6.3	7.5	7.3	7.5	6.0	7.6	7.9	7.8
Average Net Receivables ($) **41**	428	346	376	349	361	332	380	421	374	359
Average Inventories ($) **42**	483	444	484	451	417	376	404	445	384	358
Average Net Worth ($) **43**	683	599	577	561	554	517	663	756	664	620
Current Ratio (×1) **44**	2.1	2.1	2.0	1.9	2.1	2.2	2.3	2.4	2.1	2.1
Quick Ratio (×1) **45**	1.0	1.0	0.9	0.9	1.0	1.1	1.2	1.3	1.2	1.2
Coverage Ratio (×1) **46**	4.8	4.0	4.2	4.2	3.9	3.9	5.2	5.9	6.4	6.3
Asset Turnover (×1) **47**	2.5	2.2	2.3	2.3	2.3	2.5	2.1	2.2	2.2	2.3
Operating Leverage **48**	1.1	1.1	0.9	1.1	1.0	1.0	0.5	2.1	1.1	1.0
Financial Leverage **49**	1.1	0.9	1.3	1.0	1.0	1.1	1.1	1.0	1.0	1.0
Total Leverage **50**	1.2	1.0	1.1	1.1	1.0	1.1	0.6	2.1	1.1	1.1

LOGGING, SAWMILLS, AND PLANING MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9191	83	4112	1249	1195	1195	992	163	127	42	19	6	9
Revenues ($ in Thousands)														
Net Sales	2	36445930	308011	691207	730476	1022811	2147866	5087765	2176869	3442029	2064227	1483485	784374	16506811
Portfolio Income	3	691853	13349	205	9558	7197	16533	30497	8694	50886	14470	20204	43234	477027
Other Revenues	4	413036	4408	1628	1284	2402	4359	22572	50868	24311	19640	22441	26474	232647
Total Revenues	5	37550819	325768	693040	741318	1032410	2168758	5140834	2236431	3517226	2098337	1526130	854082	17216485
Average Total Revenues	6	4086	3925	169	594	864	1815	5182	13720	27695	49960	80323	142347	1912943
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.6	79.6	58.0	50.6	47.9	56.4	71.5	79.5	84.2	83.8	84.9	77.6	71.9
Salaries and Wages	8	4.1	3.6	7.2	10.7	8.3	7.7	5.5	4.1	1.8	1.2	2.6	3.4	3.6
Taxes Paid	9	2.3	2.3	2.1	3.6	2.8	2.6	1.9	1.5	1.9	1.5	1.8	1.8	2.6
Interest Paid	10	2.4	1.9	0.8	0.7	2.4	1.0	1.3	1.7	1.6	2.1	2.2	2.6	3.5
Depreciation, Depletion, Amortization	11	4.5	3.9	4.8	4.5	8.3	5.0	4.0	2.2	2.3	4.8	3.6	5.5	5.2
Pensions and Other Benefits	12	1.6	1.6	1.1	2.1	0.8	0.8	0.9	1.5	0.8	0.9	0.8	0.9	2.3
Other	13	9.0	6.7	20.1	18.8	23.9	18.4	9.5	5.5	3.5	2.7	3.2	4.4	9.0
Officers Compensation	14	1.7	2.1	6.7	9.2	4.3	3.8	3.1	2.9	1.6	0.9	0.8	0.8	0.3
Operating Margin	15	1.9	•	•	•	1.6	4.4	2.3	1.2	2.3	2.0	0.2	2.9	1.9
Oper. Margin Before Officers Compensation	16	3.6	0.4	6.0	9.0	5.9	8.1	5.4	4.0	3.9	2.9	0.9	3.8	2.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	306	•	1	17	22	65	298	562	2039	2555	5859	10989	194477
Inventories	18	360	•	0	12	42	77	481	2391	4249	7948	11491	18577	119883
Net Property, Plant and Equipment	19	1454	•	14	91	228	390	885	2786	5475	12018	30334	54190	1002085
Total Assets	20	3360	•	28	178	344	722	2050	6711	14962	33252	69590	136758	2300075

Notes and Loans Payable **21**	1330	•	17	59	249	281	960	2804	5848	11398	22046	43640	904159
All Other Liabilities **22**	538	•	1	14	29	72	254	1689	2311	4420	9930	13266	392015
Net Worth **23**	1492	•	10	105	66	369	837	2218	6803	17434	37613	79853	1003902

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.1	3.4	0.6	2.1	1.8	1.2	2.1	1.6	2.0	2.3	1.7
Quick Ratio **25**	0.8	•	0.7	2.6	0.3	1.4	0.9	0.3	0.8	0.4	0.7	0.8	0.8
Net Sales to Working Capital **26**	10.2	•	•	10.5	•	13.5	11.7	23.3	6.4	9.7	5.6	4.7	9.8
Coverage Ratio **27**	3.0	3.1	0.4	2.8	2.1	6.5	3.6	3.4	3.8	2.7	2.4	5.5	2.8
Total Asset Turnover **28**	1.2	•	6.1	3.3	2.5	2.5	2.5	2.0	1.8	1.5	1.1	1.0	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	8.9	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.8	0.7	4.2	1.0	1.5	2.0	1.2	0.9	0.9	0.7	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.6	•	64.4	41.0	80.7	48.9	59.2	67.0	54.5	47.6	46.0	41.6	56.4
Return on Assets **33**	8.7	•	1.9	6.6	12.2	15.7	11.8	11.0	11.0	8.6	5.8	13.8	7.7
Return on Equity **34**	9.1	•	•	6.6	31.1	24.4	15.8	18.5	11.9	7.9	3.3	13.9	7.2
Return Before Interest on Equity **35**	19.6	•	5.2	11.2	•	30.7	28.8	33.4	24.1	16.3	10.8	23.6	17.5
Profit Margin, Before Income Tax **36**	4.9	4.0	•	1.3	2.5	5.3	3.4	3.9	4.5	3.7	3.0	11.8	6.1
Profit Margin, After Income Tax **37**	3.4	2.1	•	1.2	2.4	5.0	2.6	3.1	3.0	2.8	1.6	8.5	4.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.5	74.0	73.2	72.7	73.0	74.0	74.3	71.7	73.0	72.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	1.0	1.9
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.2	1.5	1.8	•	•	0.4	2.8	3.6
Average Net Receivables ($) **41**	471	459	436	452	415	318	272	296	329	306
Average Inventories ($) **42**	369	409	370	399	379	311	241	262	346	360
Average Net Worth ($) **43**	1709	2123	1803	2044	1883	1972	1192	1294	1429	1492
Current Ratio (×1) **44**	1.8	1.7	1.9	1.7	1.8	2.3	1.6	1.9	1.9	1.7
Quick Ratio (×1) **45**	0.8	0.7	0.8	0.6	0.7	0.9	0.7	1.0	0.8	0.8
Coverage Ratio (×1) **46**	1.6	2.2	3.3	3.2	2.7	1.8	1.1	2.8	3.3	3.0
Asset Turnover (×1) **47**	1.1	1.0	1.1	1.1	1.1	0.9	1.0	0.9	1.2	1.2
Total Liabilities/Net Worth (×1) **48**	1.2	1.1	1.1	1.1	1.1	0.9	1.2	1.6	1.2	1.3
Return on Assets (×1) **49**	5.5	7.4	10.6	10.7	10.4	5.7	3.5	6.0	9.5	8.7
Return on Equity (%) **50**	2.4	5.5	11.1	10.7	9.9	3.1	•	7.2	10.9	9.1

LOGGING, SAWMILLS, AND PLANING MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5720	•	2476	590	675	956	721	112	91	31	9	6	•
Revenues ($ in Thousands)														
Net Sales	2	31522787	•	522664	216360	764265	1887784	4480145	1754634	2692671	1388617	641921	784374	•
Portfolio Income	3	626871	•	143	•	5307	12449	28323	4185	42280	10277	18549	43234	•
Other Revenues	4	353602	•	1	•	1772	2788	15107	31927	16010	10356	20516	26474	•
Total Revenues	5	32503260	•	522808	216360	771344	1903021	4523575	1790746	2750961	1409250	680986	854082	•
Average Total Revenues	6	5682	•	211	367	1143	1991	6274	15989	30230	45460	75665	142347	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.2	•	54.0	21.9	54.9	60.7	73.1	75.4	82.2	81.0	72.1	77.6	•
Salaries and Wages	8	3.7	•	5.8	11.7	5.0	6.3	5.2	4.6	1.6	1.3	3.9	3.4	•
Taxes Paid	9	2.2	•	2.2	3.5	2.3	2.5	1.8	1.4	1.7	1.3	2.4	1.8	•
Interest Paid	10	2.2	•	0.7	1.6	1.8	0.7	1.0	1.4	1.6	1.7	1.8	2.6	•
Depreciation, Depletion, Amortization	11	4.4	•	3.8	7.7	7.5	4.2	3.2	2.2	2.3	4.0	5.0	5.5	•
Pensions and Other Benefits	12	1.7	•	1.4	4.0	0.5	0.8	0.7	1.8	0.8	0.9	1.6	0.9	•
Other	13	8.6	•	17.5	32.5	19.7	14.9	8.0	5.6	3.6	3.0	5.7	4.4	•
Officers Compensation	14	1.5	•	8.9	6.2	4.3	3.7	3.0	3.4	1.6	1.1	1.2	0.8	•
Operating Margin	15	3.5	•	5.9	11.0	4.0	6.3	3.9	4.2	4.7	5.8	6.3	2.9	•
Oper. Margin Before Officers Compensation	16	5.0	•	14.8	17.2	8.4	10.0	6.9	7.5	6.3	6.9	7.5	3.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	444	•	0	29	34	73	368	672	2096	2600	5602	10989	•
Inventories	18	477	•	•	9	51	95	625	2714	4199	7553	12530	18577	•
Net Property, Plant and Equipment	19	2008	•	18	105	218	333	842	2710	5823	11107	26200	54190	•
Total Assets	20	4721	•	28	188	351	703	2286	6860	15166	33005	65261	136758	•

Notes and Loans Payable **21**	1744	•	9	88	247	202	915	2511	6283	9981	17388	43640	•
All Other Liabilities **22**	709	•	0	15	38	77	307	1472	2543	3516	7359	13266	•
Net Worth **23**	2268	•	19	85	66	423	1064	2877	6341	19508	40515	79853	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.9	3.8	0.7	2.4	1.9	1.5	1.9	1.9	3.0	2.3	•
Quick Ratio **25**	0.8	•	1.9	3.2	0.4	1.6	0.9	0.4	0.8	0.6	1.2	0.8	•
Net Sales to Working Capital **26**	9.9	•	•	6.7	•	11.2	10.5	12.5	7.7	7.3	3.4	4.7	•
Coverage Ratio **27**	4.0	•	10.1	7.7	3.7	10.9	5.7	5.5	5.3	5.3	7.7	5.5	•
Total Asset Turnover **28**	1.2	•	7.5	2.0	3.2	2.8	2.7	2.3	2.0	1.4	1.1	1.0	•
Inventory Turnover **29**	•	•	•	•	•	•	•	8.7	•	9.6	8.2	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.5	1.2	4.3	0.7	1.2	1.4	1.4	0.7	0.6	0.7	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.0	•	32.9	54.9	81.1	39.8	53.5	58.1	58.2	40.9	37.9	41.6	•
Return on Assets **33**	10.3	•	•	24.6	21.9	22.0	16.0	17.4	16.4	12.2	15.5	13.8	•
Return on Equity **34**	11.8	•	•	•	•	31.5	23.1	28.4	25.0	13.9	15.8	13.9	•
Return Before Interest on Equity **35**	21.3	•	•	•	•	•	34.4	•	•	20.7	24.9	23.6	•
Profit Margin, Before Income Tax **36**	6.6	•	5.9	11.0	5.0	7.1	4.9	6.2	6.8	7.3	12.3	11.8	•
Profit Margin, After Income Tax **37**	4.9	•	5.5	10.6	4.8	6.8	4.0	5.2	5.4	6.1	9.0	8.5	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.3	73.7	73.4	72.4	72.0	71.4	72.7	71.3	72.7	72.2
Operating Margin (%) **39**	•	•	0.4	1.2	1.3	•	2.0	•	1.9	3.5
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.6	2.3	2.8	0.5	4.3	0.9	3.8	5.0
Average Net Receivables ($) **41**	700	674	531	812	666	422	147	394	417	444
Average Inventories ($) **42**	487	568	433	673	555	339	266	335	417	477
Average Net Worth ($) **43**	2549	3025	2225	3720	3149	2725	1033	1755	1795	2268
Current Ratio (×1) **44**	2.2	1.8	2.0	1.8	1.9	2.6	1.3	2.0	2.0	1.7
Quick Ratio (×1) **45**	0.9	0.7	0.8	0.6	0.8	1.0	0.6	1.0	0.9	0.8
Coverage Ratio (×1) **46**	2.4	2.6	3.6	3.8	3.2	2.5	3.6	3.1	3.9	4.0
Asset Turnover (×1) **47**	1.0	1.0	1.1	1.0	1.1	0.8	1.3	0.9	1.1	1.2
Operating Leverage **48**	1.1	0.6	•	3.0	1.1	•	•	•	•	1.8
Financial Leverage **49**	0.9	1.0	1.2	1.0	1.0	0.9	1.3	0.9	1.1	1.0
Total Leverage **50**	0.9	0.6	•	3.0	1.1	•	•	•	•	1.8

MILLWORK, PLYWOOD, AND RELATED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4431	225	1659	505	325	603	908	103	58	20	9	9	7
Revenues ($ in Thousands)														
Net Sales	2	33481000	14096	328945	140297	329235	1215613	5812539	1427478	1856641	1441664	1196953	3157161	16560377
Portfolio Income	3	330652	168	34	302	310	634	16840	1070	4510	6246	4930	18371	277236
Other Revenues	4	303655	187	527	3430	805	2447	62856	16993	20618	3192	13012	25385	154201
Total Revenues	5	34115307	14451	329506	144029	330350	1218694	5892235	1445541	1881769	1451102	1214895	3200917	16991814
Average Total Revenues	6	7699	64	199	285	1016	2021	6489	14034	32444	72555	134988	355657	2427402
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.1	67.2	74.9	32.7	71.4	70.5	83.0	78.8	80.6	75.2	77.4	81.0	74.8
Salaries and Wages	8	3.7	2.4	2.6	26.6	2.3	5.6	4.0	4.1	3.2	4.6	2.8	3.3	3.4
Taxes Paid	9	1.9	1.2	2.5	3.7	3.9	2.5	1.7	2.0	1.7	2.0	2.2	1.4	2.0
Interest Paid	10	2.2	2.7	0.4	0.4	1.8	0.9	0.8	1.0	1.5	1.0	1.0	0.7	3.4
Depreciation, Depletion, Amortization	11	3.5	6.1	3.0	4.1	2.9	2.6	1.3	1.4	1.8	2.2	2.8	1.8	5.1
Pensions and Other Benefits	12	1.2	•	1.8	•	3.3	1.2	1.1	1.6	1.9	1.5	1.1	1.1	1.1
Other	13	6.6	9.0	15.7	29.1	15.1	8.1	4.4	5.7	4.6	6.9	5.6	7.6	6.9
Officers Compensation	14	1.4	2.2	9.2	•	8.6	4.6	2.4	1.7	1.3	1.2	0.6	0.4	0.8
Operating Margin	15	2.6	9.3	•	3.4	•	4.2	1.3	3.9	3.6	5.5	6.6	2.7	2.5
Oper. Margin Before Officers Compensation	16	3.9	11.5	•	3.4	•	8.8	3.7	5.6	4.8	6.6	7.2	3.1	3.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	559	•	6	22	144	185	611	1632	3241	6703	11676	29016	126626
Inventories	18	760	•	3	1	81	172	634	1875	4584	10437	19448	31565	218800
Net Property, Plant and Equipment	19	2149	•	11	87	127	249	470	1719	5788	9979	24806	35537	1083804
Total Assets	20	5350	•	31	147	402	712	2125	6999	15687	32766	74512	146745	2402085

Notes and Loans Payable **21**	1605	•	18	20	259	211	629	1975	6580	8145	19323	36974	719426
All Other Liabilities **22**	1638	•	52	19	77	135	543	1120	3382	7567	15670	33714	808123
Net Worth **23**	2106	•	-40	108	66	366	953	3904	5725	17054	39520	76057	874536

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.4	0.8	1.9	1.9	1.9	2.2	1.6	1.9	2.2	2.9	0.7
Quick Ratio **25**	0.5	•	0.3	0.8	1.3	1.1	1.0	1.1	0.7	0.7	1.0	1.5	0.2
Net Sales to Working Capital **26**	•	•	•	•	8.2	9.7	9.7	6.1	8.9	7.1	5.9	6.7	•
Coverage Ratio **27**	3.1	5.5	•	•	•	5.8	4.3	6.1	4.2	7.4	8.7	6.9	2.5
Total Asset Turnover **28**	1.4	•	6.3	1.9	2.5	2.8	3.0	2.0	2.1	2.2	1.8	2.4	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	0.4	5.1	1.0	1.2	0.8	1.7	0.9	0.9	0.9	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.6	•	•	26.5	83.7	48.6	55.2	44.2	63.5	48.0	47.0	48.2	63.6
Return on Assets **33**	9.3	•	•	12.1	•	15.2	10.6	12.2	13.1	15.7	16.1	11.4	8.4
Return on Equity **34**	11.8	•	•	15.6	•	23.3	15.9	17.6	25.8	21.7	24.2	14.1	9.1
Return Before Interest on Equity **35**	23.7	•	•	16.4	•	29.5	23.7	21.8	•	30.1	30.3	21.9	23.2
Profit Margin, Before Income Tax **36**	4.4	11.8	•	6.1	•	4.4	2.7	5.1	4.9	6.2	8.0	4.1	5.1
Profit Margin, After Income Tax **37**	3.3	7.8	•	6.1	•	4.2	2.4	5.0	4.6	5.1	7.2	3.1	3.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.6	76.6	74.3	75.9	74.9	75.7	76.3	76.0	76.8	77.1
Operating Margin (%) **39**	•	•	0.7	2.3	2.4	•	•	0.6	1.3	2.6
Oper. Margin Before Officers Comp. (%) **40**	•	•	2.3	3.6	3.6	0.4	•	2.0	2.7	3.9
Average Net Receivables ($) **41**	432	440	508	543	552	478	413	435	499	559
Average Inventories ($) **42**	567	519	572	610	638	719	695	745	788	760
Average Net Worth ($) **43**	1558	1420	1642	1863	1893	2708	2494	2129	1953	2106
Current Ratio (x1) **44**	1.2	1.3	1.3	1.5	1.7	1.2	1.1	1.0	1.1	1.1
Quick Ratio (x1) **45**	0.6	0.7	0.7	0.7	0.8	0.5	0.5	0.4	0.5	0.5
Coverage Ratio (x1) **46**	1.6	1.9	3.1	3.5	3.2	1.7	1.5	1.9	2.2	3.1
Asset Turnover (x1) **47**	1.4	1.6	1.4	1.5	1.5	1.1	1.1	1.3	1.4	1.4
Total Liabilities/Net Worth (x1) **48**	1.4	1.3	1.3	1.2	1.2	1.4	1.4	1.6	1.6	1.6
Return on Assets (x1) **49**	5.4	6.6	10.0	9.9	10.2	6.0	6.1	7.0	7.1	9.3
Return on Equity (%) **50**	1.0	3.3	10.5	11.8	10.5	3.3	2.5	6.0	7.6	11.8

MILLWORK, PLYWOOD, AND RELATED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2331	•	416	505	121	463	675	63	47	•	9	•	•
Revenues ($ in Thousands)														
Net Sales	2	27911252	•	125551	140297	190501	1085431	4334472	1012534	1489683	•	1196953	•	•
Portfolio Income	3	310147	•	3	302	29	604	11399	1070	4489	•	4930	•	•
Other Revenues	4	269277	•	•	3430	26	1393	51964	16027	19716	•	13012	•	•
Total Revenues	5	28490676	•	125554	144029	190556	1087428	4397835	1029631	1513888	•	1214895	•	•
Average Total Revenues	6	12223	•	302	285	1575	2349	6515	16343	32210	•	134988	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.0	•	62.1	32.7	68.8	69.4	80.7	78.4	77.8	•	77.4	•	•
Salaries and Wages	8	3.6	•	•	26.6	1.6	5.6	3.5	2.7	3.4	•	2.8	•	•
Taxes Paid	9	2.0	•	2.3	3.7	4.2	2.3	1.7	2.1	1.6	•	2.2	•	•
Interest Paid	10	2.4	•	•	0.4	0.9	0.8	0.7	1.1	1.2	•	1.0	•	•
Depreciation, Depletion, Amortization	11	3.9	•	1.3	4.1	1.7	2.7	1.3	1.4	1.7	•	2.8	•	•
Pensions and Other Benefits	12	1.3	•	4.1	•	4.6	1.0	1.0	1.6	2.1	•	1.1	•	•
Other	13	6.7	•	14.0	29.1	9.6	8.0	4.5	5.2	5.6	•	5.6	•	•
Officers Compensation	14	1.3	•	12.4	•	5.1	4.8	2.7	1.7	1.4	•	0.6	•	•
Operating Margin	15	4.0	•	3.8	3.4	3.6	5.4	3.9	5.9	5.1	•	6.6	•	•
Oper. Margin Before Officers Compensation	16	5.3	•	16.2	3.4	8.6	10.2	6.6	7.6	6.6	•	7.2	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	833	•	•	22	202	223	577	1325	3293	•	11676	•	•
Inventories	18	1225	•	6	1	112	162	683	2249	4116	•	19448	•	•
Net Property, Plant and Equipment	19	3895	•	18	87	68	226	461	2078	5962	•	24806	•	•
Total Assets	20	9350	•	34	147	420	730	2175	7476	15881	•	74512	•	•

Notes and Loans Payable **21**	2708	•	5	20	112	218	511	2187	5843	•	19323	•	•
All Other Liabilities **22**	2825	•	10	19	142	155	440	1013	2943	•	15670	•	•
Net Worth **23**	3816	•	19	108	165	357	1224	4276	7095	•	39520	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	1.6	0.8	3.4	2.1	2.2	2.6	1.9	•	2.2	•	•
Quick Ratio **25**	0.4	•	1.0	0.8	2.2	1.4	1.1	1.1	0.8	•	1.0	•	•
Net Sales to Working Capital **26**	•	•	•	•	6.3	9.2	7.9	5.8	7.7	•	5.9	•	•
Coverage Ratio **27**	3.5	•	•	•	5.3	7.6	8.5	8.0	6.5	•	8.7	•	•
Total Asset Turnover **28**	1.3	•	8.8	1.9	3.8	3.2	3.0	2.2	2.0	•	1.8	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.8	0.4	1.6	1.1	0.8	0.8	1.2	•	0.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.2	•	44.3	26.5	60.7	51.1	43.7	42.8	55.3	•	47.0	•	•
Return on Assets **33**	10.8	•	33.5	12.1	16.7	20.5	17.9	18.7	16.0	•	16.1	•	•
Return on Equity **34**	14.8	•	•	15.6	28.2	34.9	25.7	27.6	28.6	•	24.2	•	•
Return Before Interest on Equity **35**	26.5	•	•	16.4	•	•	31.8	32.6	•	•	30.3	•	•
Profit Margin, Before Income Tax **36**	6.1	•	3.8	6.1	3.6	5.5	5.4	7.6	6.8	•	8.0	•	•
Profit Margin, After Income Tax **37**	4.7	•	3.8	6.1	3.0	5.3	4.9	7.3	6.4	•	7.2	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.2	75.2	74.2	75.4	73.9	72.9	74.6	74.3	74.6	75.0
Operating Margin (%) **39**	1.9	2.6	2.3	3.3	3.8	1.4	•	1.6	2.8	4.0
Oper. Margin Before Officers Comp. (%) **40**	3.4	4.1	3.6	4.4	4.8	2.4	0.5	2.9	4.1	5.3
Average Net Receivables ($) **41**	570	462	572	675	842	950	438	584	818	833
Average Inventories ($) **42**	662	537	655	758	940	1538	930	1042	1403	1225
Average Net Worth ($) **43**	1970	1506	2062	2509	3060	6808	3399	3351	3926	3816
Current Ratio (×1) **44**	1.4	1.4	1.4	1.5	1.8	1.1	1.0	1.0	1.1	1.0
Quick Ratio (×1) **45**	0.7	0.7	0.7	0.8	0.9	0.5	0.4	0.4	0.4	0.4
Coverage Ratio (×1) **46**	3.9	4.2	4.8	4.1	4.0	2.4	2.3	2.1	2.6	3.5
Asset Turnover (×1) **47**	1.6	1.8	1.4	1.4	1.5	1.0	1.1	1.2	1.3	1.3
Operating Leverage **48**	1.7	1.4	0.9	1.4	1.2	0.4	•	•	1.8	1.4
Financial Leverage **49**	1.1	1.1	1.1	1.0	0.9	0.8	1.0	1.0	1.2	1.1
Total Leverage **50**	1.8	1.5	1.0	1.5	1.1	0.3	•	•	2.2	1.6

OTHER WOOD PRODUCTS, INCLUDING WOOD BUILDINGS AND MOBILE HOMES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5537	43	1799	465	1405	674	898	131	76	21	14	6	3
Revenues ($ in Thousands)														
Net Sales	2	24646916	202407	398107	274130	1627514	1519520	6345366	2088982	2740520	1815450	2166860	2851558	2616502
Portfolio Income	3	374232	4435	543	312	11319	5075	20675	6052	14572	5259	12638	23076	270276
Other Revenues	4	307753	2378	316	40321	1429	3483	75202	26869	18956	16569	20192	29786	72250
Total Revenues	5	25328901	209220	398966	314763	1640262	1528078	6441243	2121903	2774048	1837278	2199690	2904420	2959028
Average Total Revenues	6	4574	4866	222	677	1167	2267	7173	16198	36501	87489	157121	484070	986343
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.7	67.5	58.0	66.0	70.8	76.2	76.8	76.1	80.3	79.5	75.8	76.3	71.7
Salaries and Wages	8	4.6	3.3	5.0	18.7	5.3	2.4	4.1	4.7	4.0	3.4	4.9	4.6	6.4
Taxes Paid	9	2.1	2.3	4.4	4.5	2.0	2.0	2.3	2.0	1.6	1.3	1.8	1.9	2.4
Interest Paid	10	2.2	0.9	0.6	0.2	0.9	1.0	0.8	1.0	1.3	1.0	0.8	0.5	13.3
Depreciation, Depletion, Amortization	11	2.0	1.8	1.0	1.6	2.2	2.2	1.6	2.6	1.7	1.5	1.1	1.2	4.9
Pensions and Other Benefits	12	1.5	0.6	2.1	3.2	1.2	1.8	1.1	1.3	0.8	1.6	1.1	1.7	2.8
Other	13	10.1	9.8	24.8	15.0	13.4	6.2	8.2	5.7	6.5	7.8	9.8	9.0	22.7
Officers Compensation	14	2.2	1.9	7.0	2.3	2.6	5.7	3.1	2.5	1.8	1.3	0.8	0.8	0.7
Operating Margin	15	•	11.9	•	•	1.7	2.7	2.3	4.1	1.9	2.8	4.0	4.1	•
Oper. Margin Before Officers Compensation	16	1.9	13.8	4.3	•	4.3	8.4	5.3	6.6	3.7	4.0	4.8	4.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	417	•	2	54	86	202	568	1482	3428	8728	11328	46699	146531
Inventories	18	457	•	3	24	59	172	626	2794	4029	9481	15214	40007	142860
Net Property, Plant and Equipment	19	584	•	7	37	116	196	658	2181	5115	8854	16386	42182	324844
Total Assets	20	2284	•	30	159	346	737	2300	7688	16137	32540	66317	185571	1503976

Notes and Loans Payable **21**	941	•	48	24	148	240	673	2709	5316	10659	17375	40764	889957
All Other Liabilities **22**	552	•	20	55	94	136	644	2507	3792	9486	18224	56726	261398
Net Worth **23**	790	•	-38	80	103	361	983	2472	7029	12395	30718	88082	352621

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.5	2.1	1.8	2.3	1.6	1.8	1.5	1.8	1.5	2.2	2.9
Quick Ratio **25**	1.0	•	0.2	1.6	1.2	1.4	0.8	0.8	0.7	1.0	0.6	1.3	1.7
Net Sales to Working Capital **26**	9.0	•	•	9.8	13.4	8.6	13.7	7.2	11.8	9.3	13.5	7.6	3.6
Coverage Ratio **27**	2.2	•	•	•	3.9	4.4	5.8	6.7	3.4	5.2	7.9	12.6	0.1
Total Asset Turnover **28**	2.0	•	7.3	3.7	3.4	3.1	3.1	2.1	2.2	2.7	2.3	2.6	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	8.7	•	•	•	•	8.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	1.0	2.4	1.1	1.3	2.1	1.3	1.6	1.2	1.1	3.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.4	•	•	49.6	70.1	51.1	57.3	67.9	56.5	61.9	53.7	52.5	76.6
Return on Assets **33**	9.2	•	•	13.6	11.1	12.9	13.9	13.8	9.9	13.0	14.6	16.8	1.0
Return on Equity **34**	9.4	•	15.9	23.5	24.9	17.9	22.5	32.3	12.7	22.3	21.1	21.3	•
Return Before Interest on Equity **35**	26.4	•	11.4	27.0	•	26.4	32.5	•	22.7	34.1	31.6	•	4.3
Profit Margin, Before Income Tax **36**	2.5	15.2	•	3.5	2.5	3.3	3.8	5.7	3.1	4.0	5.5	6.0	•
Profit Margin, After Income Tax **37**	1.7	12.9	•	3.2	2.2	2.9	3.1	5.0	2.5	3.2	4.2	4.0	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.1	75.1	72.8	73.9	74.4	75.5	75.3	74.5	75.6	75.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.4	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.8	•	•	•	•	1.8	2.7	1.9
Average Net Receivables ($) **41**	453	455	470	348	310	263	285	279	362	417
Average Inventories ($) **42**	307	342	309	342	294	276	326	333	394	457
Average Net Worth ($) **43**	548	582	550	249	246	366	480	518	596	790
Current Ratio (x1) **44**	1.5	1.4	1.2	1.3	1.5	1.3	1.3	1.6	1.5	1.8
Quick Ratio (x1) **45**	0.8	0.9	0.8	0.7	0.8	0.8	0.7	0.9	0.8	1.0
Coverage Ratio (x1) **46**	1.6	1.5	1.8	1.1	1.4	1.4	1.9	2.5	3.2	2.2
Asset Turnover (x1) **47**	1.5	1.5	1.6	1.3	1.4	1.5	1.4	1.6	1.9	2.0
Total Liabilities/Net Worth (x1) **48**	2.6	2.6	2.9	8.6	7.2	4.0	3.2	2.8	2.6	1.9
Return on Assets (x1) **49**	5.7	5.9	11.5	7.2	7.8	6.9	7.9	9.4	10.7	9.2
Return on Equity (%) **50**	2.2	0.9	12.3	2.1	10.6	6.3	10.6	15.9	20.0	9.4

OTHER WOOD PRODUCTS, INCLUDING WOOD BUILDINGS AND MOBILE HOMES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3743	•	695	465	992	595	749	102	63	•	14	•	•
Revenues ($ in Thousands)														
Net Sales	2	20872174	•	342225	274130	1356589	1419125	5330518	1549682	2313103	•	2166860	•	•
Portfolio Income	3	102185	•	227	312	8444	4900	16271	5911	6713	•	12638	•	•
Other Revenues	4	190597	•	•	40321	1261	3340	25672	25556	17519	•	20192	•	•
Total Revenues	5	21164956	•	342452	314763	1366294	1427365	5372461	1581149	2337335	•	2199690	•	•
Average Total Revenues	6	5655	•	493	677	1377	2399	7173	15501	37101	•	157121	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.6	•	62.4	66.0	69.9	76.2	76.3	74.4	78.8	•	75.8	•	•
Salaries and Wages	8	4.4	•	3.0	18.7	5.3	2.4	3.8	4.1	4.1	•	4.9	•	•
Taxes Paid	9	1.9	•	3.7	4.5	2.0	1.9	2.3	1.9	1.3	•	1.8	•	•
Interest Paid	10	0.9	•	0.5	0.2	0.7	0.9	0.7	0.7	1.2	•	0.8	•	•
Depreciation, Depletion, Amortization	11	1.7	•	0.5	1.6	2.1	2.0	1.5	2.3	1.6	•	1.1	•	•
Pensions and Other Benefits	12	1.3	•	1.9	3.2	1.1	1.4	1.1	1.2	0.8	•	1.1	•	•
Other	13	8.1	•	20.7	15.0	13.3	6.4	6.6	6.2	6.4	•	9.8	•	•
Officers Compensation	14	2.3	•	4.5	2.3	2.6	5.8	3.1	3.1	2.0	•	0.8	•	•
Operating Margin	15	4.0	•	2.9	•	3.2	3.1	4.5	6.3	4.0	•	4.0	•	•
Oper. Margin Before Officers Compensation	16	6.2	•	7.4	•	5.8	8.9	7.7	9.3	6.0	•	4.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	469	•	3	54	102	199	512	1555	3245	•	11328	•	•
Inventories	18	529	•	6	24	56	165	604	2292	4236	•	15214	•	•
Net Property, Plant and Equipment	19	616	•	5	37	134	195	673	1856	5062	•	16386	•	•
Total Assets	20	2107	•	48	159	349	719	2242	7045	15774	•	66317	•	•

Notes and Loans Payable **21**	646	•	91	24	156	232	580	1901	4933	•	17375	•	•
All Other Liabilities **22**	559	•	42	55	107	146	547	2733	3178	•	18224	•	•
Net Worth **23**	902	•	-84	80	87	341	1115	2411	7664	•	30718	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.4	2.1	1.7	2.2	1.7	1.5	1.8	•	1.5	•	•
Quick Ratio **25**	0.9	•	0.2	1.6	1.2	1.3	0.9	0.8	0.9	•	0.6	•	•
Net Sales to Working Capital **26**	10.1	•	•	9.8	16.4	9.6	12.6	9.0	9.1	•	13.5	•	•
Coverage Ratio **27**	7.3	•	6.6	•	6.4	5.2	8.7	13.9	5.3	•	7.9	•	•
Total Asset Turnover **28**	2.7	•	10.2	3.7	3.9	3.3	3.2	2.2	2.3	•	2.3	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	9.9	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	1.0	3.0	1.1	1.0	1.9	1.1	•	1.2	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.2	•	•	49.6	75.0	52.6	50.3	65.8	51.4	•	53.7	•	•
Return on Assets **33**	16.5	•	35.8	13.6	18.0	15.1	19.0	19.3	14.4	•	14.6	•	•
Return on Equity **34**	27.0	•	•	23.5	•	22.7	29.2	•	20.4	•	21.1	•	•
Return Before Interest on Equity **35**	•	•	•	27.0	•	31.8	•	•	29.7	•	31.6	•	•
Profit Margin, Before Income Tax **36**	5.4	•	3.0	3.5	3.9	3.7	5.3	8.3	5.0	•	5.5	•	•
Profit Margin, After Income Tax **37**	4.4	•	2.8	3.2	3.6	3.3	4.6	7.4	4.3	•	4.2	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.3	72.6	71.6	74.0	75.3	74.5	72.8	74.0	75.3	75.6
Operating Margin (%) **39**	0.6	0.7	3.7	2.2	2.1	•	•	1.3	1.9	4.0
Oper. Margin Before Officers Comp. (%) **40**	3.0	3.3	6.1	5.2	4.4	2.3	1.9	3.5	3.9	6.2
Average Net Receivables ($) **41**	457	501	610	403	428	332	474	362	493	469
Average Inventories ($) **42**	365	425	411	391	383	334	490	430	546	529
Average Net Worth ($) **43**	864	1043	923	810	829	540	793	771	891	902
Current Ratio (x1) **44**	1.6	1.5	1.1	1.8	1.9	1.5	1.3	1.8	1.7	1.8
Quick Ratio (x1) **45**	0.8	0.9	0.7	1.0	1.0	0.9	0.7	1.0	0.9	0.9
Coverage Ratio (x1) **46**	3.3	3.4	4.5	4.5	3.5	2.7	2.8	3.3	4.0	7.3
Asset Turnover (x1) **47**	1.5	1.6	1.4	2.1	2.1	1.5	1.3	1.6	1.9	2.7
Operating Leverage **48**	0.6	1.3	5.2	0.6	1.0	•	0.7	•	1.4	2.1
Financial Leverage **49**	1.1	1.0	1.3	1.1	1.0	0.9	0.9	1.1	1.1	1.2
Total Leverage **50**	0.7	1.2	6.6	0.6	0.9	•	0.6	•	1.5	2.4

FURNITURE AND FIXTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	10540	•	4583	1639	842	•	1123	154	138	41	22	12	13
Revenues ($ in Thousands)														
Net Sales	2	40799593	•	592376	1162913	933042	•	6748998	2406670	4634553	2869855	2778372	3439600	12600140
Portfolio Income	3	372040	•	435	1140	690	•	10312	4351	85653	6494	34232	88848	123853
Other Revenues	4	527095	•	703	-1398	11556	•	45511	6987	26675	43966	34833	185775	130806
Total Revenues	5	41698728	•	593514	1162655	945288	•	6804821	2418008	4746881	2920315	2847437	3714223	12854799
Average Total Revenues	6	3956	•	130	709	1123	•	6060	15701	34398	71227	129429	309519	988831
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.5	•	62.2	67.6	66.6	•	72.0	70.9	72.5	76.2	73.4	66.0	65.5
Salaries and Wages	8	6.1	•	11.6	5.6	6.1	•	4.3	5.1	4.6	4.2	5.7	6.2	7.7
Taxes Paid	9	2.7	•	3.1	4.2	3.1	•	2.6	2.3	2.4	2.1	2.0	2.2	2.9
Interest Paid	10	1.3	•	1.0	1.2	0.6	•	1.0	1.1	1.8	1.3	3.4	1.3	1.1
Depreciation, Depletion, Amortization	11	2.2	•	2.8	1.9	1.8	•	1.4	1.3	2.3	1.9	2.1	2.8	2.9
Pensions and Other Benefits	12	2.2	•	0.9	1.2	1.0	•	1.3	2.5	2.1	1.8	1.9	2.2	3.2
Other	13	11.6	•	13.0	13.6	16.0	•	11.7	10.6	11.2	10.0	8.9	15.8	11.1
Officers Compensation	14	1.9	•	7.6	5.1	5.5	•	3.5	2.4	1.9	1.3	1.0	0.8	0.6
Operating Margin	15	2.6	•	•	•	•	•	2.3	3.8	1.3	1.3	1.7	2.7	5.1
Oper. Margin Before Officers Compensation	16	4.5	•	5.5	4.9	4.8	•	5.8	6.2	3.2	2.6	2.7	3.5	5.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	506	•	6	50	109	•	690	2100	3946	10447	18115	43385	145485
Inventories	18	452	•	7	54	93	•	763	2420	5303	8398	19471	32897	92058
Net Property, Plant and Equipment	19	516	•	11	47	71	•	488	2001	3945	10562	17759	41014	182558
Total Assets	20	2012	•	32	188	327	•	2436	7484	16565	35966	69686	165498	656691

Notes and Loans Payable **21**	545	•	35	68	158	•	677	2719	5411	12080	37208	46590	100440
All Other Liabilities **22**	537	•	20	67	153	•	718	1865	4393	9105	18487	36903	165533
Net Worth **23**	930	•	-23	53	16	•	1040	2900	6762	14781	13991	82004	390719

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	0.7	1.4	1.4	•	1.8	2.0	1.8	2.1	2.4	2.1	2.1
Quick Ratio **25**	1.0	•	0.4	0.7	0.8	•	1.0	1.0	0.8	1.2	1.2	1.2	1.2
Net Sales to Working Capital **26**	6.9	•	•	20.2	15.3	•	7.4	6.2	7.2	5.8	5.1	6.0	6.1
Coverage Ratio **27**	4.7	•	•	0.8	2.1	•	4.1	4.8	3.1	3.4	2.3	9.4	7.5
Total Asset Turnover **28**	1.9	•	4.0	3.8	3.4	•	2.5	2.1	2.0	2.0	1.8	1.7	1.5
Inventory Turnover **29**	•	•	•	•	•	•	•	9.2	9.2	•	9.5	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	2.6	20.0	•	1.4	1.6	1.5	1.4	4.0	1.0	0.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.8	•	•	71.9	95.3	•	57.3	61.3	59.2	58.9	79.9	50.5	40.5
Return on Assets **33**	11.7	•	•	3.4	4.1	•	10.1	11.2	11.1	8.4	13.7	20.7	12.2
Return on Equity **34**	14.4	•	11.5	•	36.7	•	15.7	19.3	15.0	11.9	25.3	27.8	11.7
Return Before Interest on Equity **35**	25.3	•	5.4	12.0	•	•	23.6	28.9	27.2	20.4	•	•	20.6
Profit Margin, Before Income Tax **36**	4.8	•	•	•	0.6	•	3.1	4.2	3.7	3.1	4.2	10.7	7.2
Profit Margin, After Income Tax **37**	3.5	•	•	•	0.5	•	2.7	3.6	3.0	2.5	2.8	8.0	4.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.5	68.0	69.8	71.0	70.5	70.9	70.5	69.4	69.3	69.5
Operating Margin (%) **39**	2.1	2.4	2.1	0.9	•	•	•	1.2	2.1	2.6
Oper. Margin Before Officers Comp. (%) **40**	4.5	4.6	4.2	3.0	1.7	1.3	1.2	3.1	4.0	4.5
Average Net Receivables ($) **41**	448	522	515	558	525	454	472	504	563	506
Average Inventories ($) **42**	459	516	505	574	505	439	439	426	509	452
Average Net Worth ($) **43**	913	1003	962	989	855	796	733	826	963	930
Current Ratio (x1) **44**	2.1	1.9	2.0	1.9	1.6	1.7	1.6	1.8	1.9	1.9
Quick Ratio (x1) **45**	1.1	1.0	1.1	1.0	0.8	0.9	0.8	1.0	1.0	1.0
Coverage Ratio (x1) **46**	4.1	4.0	3.9	2.8	1.9	1.6	1.7	3.3	4.0	4.7
Asset Turnover (x1) **47**	1.9	1.9	1.9	1.7	1.6	1.7	1.6	1.8	1.9	1.9
Total Liabilities/Net Worth (x1) **48**	1.0	1.1	1.2	1.6	1.9	1.8	2.1	1.5	1.4	1.2
Return on Assets (x1) **49**	11.6	12.4	10.9	8.5	9.4	7.2	6.2	10.0	9.8	11.7
Return on Equity (%) **50**	8.8	10.1	10.8	9.0	8.2	3.4	3.9	12.2	12.8	14.4

FURNITURE AND FIXTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5118	•	1528	900	584	753	907	117	97	35	•	•	13
Revenues ($ in Thousands)														
Net Sales	2	35380826	•	158006	693774	683624	1876562	5824780	2063284	3144364	2406900	•	•	12600140
Portfolio Income	3	336952	•	83	78	388	1583	8267	1887	84031	6341	•	•	123853
Other Revenues	4	491966	•	249	-1789	7169	9057	40552	2408	22685	43230	•	•	130806
Total Revenues	5	36209744	•	158338	692063	691181	1887202	5873599	2067579	3251080	2456471	•	•	12854799
Average Total Revenues	6	7075	•	104	769	1184	2506	6476	17672	33516	70185	•	•	988831
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.5	•	43.9	70.6	65.5	73.4	71.0	69.5	68.6	74.6	•	•	65.5
Salaries and Wages	8	6.1	•	12.5	1.9	5.2	7.7	4.3	5.1	5.2	4.4	•	•	7.7
Taxes Paid	9	2.6	•	3.1	3.9	2.9	2.7	2.6	2.3	2.5	2.2	•	•	2.9
Interest Paid	10	1.1	•	•	0.9	0.5	0.6	0.9	0.8	1.6	1.1	•	•	1.1
Depreciation, Depletion, Amortization	11	2.2	•	2.1	1.7	1.6	1.3	1.4	1.3	2.1	2.0	•	•	2.9
Pensions and Other Benefits	12	2.3	•	1.7	1.6	1.0	0.4	1.4	2.4	2.3	2.1	•	•	3.2
Other	13	11.3	•	13.3	12.1	14.1	9.7	10.9	10.3	11.7	9.9	•	•	11.1
Officers Compensation	14	1.8	•	18.9	3.9	5.2	2.5	3.6	2.4	2.2	1.4	•	•	0.6
Operating Margin	15	4.2	•	4.5	3.5	4.0	1.7	4.0	6.0	3.9	2.4	•	•	5.1
Oper. Margin Before Officers Compensation	16	6.0	•	23.4	7.4	9.2	4.2	7.6	8.3	6.1	3.8	•	•	5.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	913	•	5	45	110	280	700	2366	3974	10433	•	•	145485
Inventories	18	764	•	4	48	76	237	723	2654	4714	8195	•	•	92058
Net Property, Plant and Equipment	19	934	•	3	45	64	130	510	1754	3957	11296	•	•	182558
Total Assets	20	3631	•	21	177	309	733	2454	7702	16371	36535	•	•	656691

Notes and Loans Payable **21**	779	•	0	64	127	174	604	1750	4044	10101	•	•	100440
All Other Liabilities **22**	909	•	6	70	100	225	676	2006	4024	8599	•	•	165533
Net Worth **23**	1943	•	14	42	82	333	1174	3946	8302	17835	•	•	390719

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	2.5	1.2	2.3	2.2	2.0	2.1	2.1	2.4	•	•	2.1
Quick Ratio **25**	1.2	•	1.5	0.6	1.4	1.3	1.1	1.0	1.0	1.3	•	•	1.2
Net Sales to Working Capital **26**	6.3	•	10.8	36.2	8.6	8.0	7.4	6.1	5.8	5.2	•	•	6.1
Coverage Ratio **27**	7.0	•	•	4.7	12.2	4.8	6.6	8.6	5.6	4.9	•	•	7.5
Total Asset Turnover **28**	1.9	•	5.0	4.4	3.8	3.4	2.6	2.3	2.0	1.9	•	•	1.5
Inventory Turnover **29**	•	•	•	•	•	•	•	9.3	9.4	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	0.5	3.2	2.8	1.2	1.1	1.0	1.0	1.1	•	•	0.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	46.5	•	31.3	76.2	73.6	54.5	52.2	48.8	49.3	51.2	•	•	40.5
Return on Assets **33**	14.5	•	23.5	18.1	21.1	9.9	14.8	16.0	17.5	10.5	•	•	12.2
Return on Equity **34**	17.7	•	31.4	•	•	15.8	23.9	24.1	24.5	14.7	•	•	11.7
Return Before Interest on Equity **35**	27.0	•	34.2	•	•	21.7	30.9	31.2	34.5	21.6	•	•	20.6
Profit Margin, Before Income Tax **36**	6.5	•	4.7	3.3	5.1	2.3	4.8	6.2	7.3	4.5	•	•	7.2
Profit Margin, After Income Tax **37**	5.0	•	4.3	3.2	5.0	2.1	4.4	5.4	6.3	3.8	•	•	4.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.7	66.9	69.1	70.0	69.2	68.5	68.6	68.5	68.9	68.5
Operating Margin (%) **39**	4.8	4.8	4.8	3.3	3.0	3.7	3.5	3.4	4.1	4.2
Oper. Margin Before Officers Comp. (%) **40**	7.1	7.1	6.8	5.3	4.8	6.0	5.5	5.2	5.9	6.0
Average Net Receivables ($) **41**	577	731	772	739	806	593	590	794	823	913
Average Inventories ($) **42**	553	649	726	705	723	503	502	639	696	764
Average Net Worth ($) **43**	1313	1579	1688	1522	1583	1300	1278	1510	1604	1943
Current Ratio (x1) **44**	2.3	2.3	2.3	2.1	1.8	2.2	2.0	2.0	2.0	2.1
Quick Ratio (x1) **45**	1.3	1.2	1.2	1.1	1.0	1.2	1.1	1.1	1.1	1.2
Coverage Ratio (x1) **46**	8.2	8.0	7.3	4.7	3.3	5.8	5.4	5.2	6.4	7.0
Asset Turnover (x1) **47**	2.0	2.0	1.9	1.7	1.6	1.9	1.8	1.7	1.9	1.9
Operating Leverage **48**	1.0	1.0	1.0	0.7	0.9	1.3	1.0	1.0	1.2	1.0
Financial Leverage **49**	1.0	1.0	1.1	1.0	0.9	1.2	1.0	1.0	1.1	1.0
Total Leverage **50**	1.0	1.0	1.1	0.7	0.8	1.5	0.9	0.9	1.3	1.0

PULP, PAPER, AND BOARD MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	304	10	•	•	65	40	38	34	40	21	13	9	34
Revenues ($ in Thousands)														
Net Sales	2	75041922	•	•	•	46645	80501	1180147	364577	888887	1075827	1111828	1178306	69115203
Portfolio Income	3	3770160	•	•	•	2	•	2031	22	1317	1644	53670	25289	3686185
Other Revenues	4	926910	-4943	•	•	•	213	536	1212	1410	2129	18748	12718	894888
Total Revenues	5	79738992	-4943	•	•	46647	80714	1182714	365811	891614	1079600	1184246	1216313	73696276
Average Total Revenues	6	262299	-494	•	•	718	2018	31124	10759	22290	51410	91096	135146	2167538
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.0	•	•	•	50.6	87.0	93.4	74.2	80.0	80.0	79.6	73.9	69.1
Salaries and Wages	8	5.6	•	•	•	6.9	2.6	0.3	3.2	2.5	2.6	3.7	4.6	5.8
Taxes Paid	9	2.1	•	•	•	7.8	1.2	0.3	1.2	2.0	1.4	1.3	1.7	2.2
Interest Paid	10	3.9	•	•	•	1.3	0.6	0.7	0.9	1.6	1.6	2.6	3.2	4.1
Depreciation, Depletion, Amortization	11	6.8	•	•	•	2.4	3.3	0.1	2.7	5.3	5.3	4.6	7.7	7.0
Pensions and Other Benefits	12	2.5	•	•	•	•	•	0.4	0.4	1.4	2.3	1.5	2.4	2.6
Other	13	11.8	•	•	•	16.2	2.3	1.5	5.4	5.4	3.6	9.4	6.7	12.4
Officers Compensation	14	0.4	•	•	•	14.9	0.7	2.1	4.7	1.3	1.0	1.0	1.0	0.3
Operating Margin	15	•	•	•	•	•	2.3	1.3	7.4	0.6	2.1	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	14.8	3.0	3.4	12.1	1.9	3.1	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	27960	•	•	•	65	354	1045	1871	3016	6096	10250	21275	229554
Inventories	18	23455	•	•	•	191	53	247	1097	1926	5847	9588	13338	194841
Net Property, Plant and Equipment	19	162567	•	•	•	154	153	190	1355	8655	20102	32239	75711	1396532
Total Assets	20	360088	•	•	•	422	601	3274	7188	15538	36707	72236	149225	3099174

Notes and Loans Payable **21**	121748	•	•	•	146	172	47	1780	5923	10023	28823	67914	1044103
All Other Liabilities **22**	102056	•	•	•	13	331	1188	4150	8539	10095	17424	36062	874126
Net Worth **23**	136283	•	•	•	264	99	2039	1259	1077	16589	25989	45249	1180945

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	•	•	1.2	1.8	1.0	0.9	1.7	1.2	1.6	0.8
Quick Ratio **25**	0.4	•	•	•	5.9	1.1	1.6	0.5	0.5	0.8	0.6	0.9	0.4
Net Sales to Working Capital **26**	•	•	•	•	2.8	26.3	33.2	•	•	9.0	29.3	7.2	•
Coverage Ratio **27**	1.9	•	•	•	1.0	5.4	3.2	9.8	1.5	2.5	2.1	1.6	1.9
Total Asset Turnover **28**	0.7	•	•	•	1.7	3.4	9.5	1.5	1.4	1.4	1.2	0.9	0.7
Inventory Turnover **29**	•	•	•	•	3.8	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	•	0.6	5.1	0.6	4.7	13.4	1.2	1.8	2.3	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.2	•	•	•	37.6	83.5	37.7	82.5	93.1	54.8	64.0	69.7	61.9
Return on Assets **33**	5.0	•	•	•	2.2	10.7	21.3	12.9	3.5	5.6	6.5	4.5	5.0
Return on Equity **34**	3.2	•	•	•	•	•	20.1	•	•	6.0	3.8	0.9	3.1
Return Before Interest on Equity **35**	13.3	•	•	•	3.5	•	34.1	•	•	12.4	18.0	15.0	13.1
Profit Margin, Before Income Tax **36**	3.5	•	•	•	•	2.6	1.5	7.7	0.9	2.4	2.9	2.0	3.6
Profit Margin, After Income Tax **37**	1.8	•	•	•	•	2.6	1.3	7.7	•	1.9	1.2	0.3	1.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.0	66.2	66.0	64.9	65.0	65.7	67.3	68.8	68.9	70.0
Operating Margin (%) **39**	•	•	0.9	4.7	3.5	1.2	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.3	5.1	4.2	1.6	•	•	•	•
Average Net Receivables ($) **41**	6784	10631	12847	42310	25490	23281	55234	63284	25590	27960
Average Inventories ($) **42**	6035	9477	10511	23701	19533	18003	39064	41849	18587	23455
Average Net Worth ($) **43**	35477	59841	63793	155379	118875	101652	212546	217902	95035	136283
Current Ratio (×1) **44**	1.4	1.3	1.3	1.5	1.2	0.9	0.9	0.9	1.0	0.8
Quick Ratio (×1) **45**	0.7	0.7	0.7	0.9	0.7	0.5	0.5	0.5	0.5	0.4
Coverage Ratio (×1) **46**	1.5	2.1	2.9	4.4	3.8	2.5	1.5	0.8	1.1	1.9
Asset Turnover (×1) **47**	0.9	0.9	0.9	0.9	0.9	0.7	0.7	0.7	0.7	0.7
Total Liabilities/Net Worth (×1) **48**	1.0	1.0	1.1	1.0	1.2	1.5	1.6	1.8	1.7	1.7
Return on Assets (×1) **49**	3.6	5.6	7.2	9.8	8.7	5.7	3.9	2.1	2.9	5.0
Return on Equity (%) **50**	0.3	3.9	6.2	10.2	9.3	5.2	0.7	•	•	3.2

PULP, PAPER, AND BOARD MILLS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	177	•	•	•	•	40	38	24	28	15	8	4	20
Revenues ($ in Thousands)														
Net Sales	2	47747351	•	•	•	•	80501	1180147	364577	697719	723653	676906	657223	43366626
Portfolio Income	3	3212614	•	•	•	•	•	2031	22	914	789	49925	8646	3150287
Other Revenues	4	574098	•	•	•	•	213	536	1443	1147	1311	16425	8486	544537
Total Revenues	5	51534063	•	•	•	•	80714	1182714	366042	699780	725753	743256	674355	47061450
Average Total Revenues	6	291153	•	•	•	•	2018	31124	15252	24992	48384	92907	168589	2353072
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.6	•	•	•	•	87.0	93.4	74.2	77.0	75.7	74.2	65.5	64.2
Salaries and Wages	8	6.6	•	•	•	•	2.6	0.3	3.2	2.2	2.6	4.1	6.1	7.0
Taxes Paid	9	2.1	•	•	•	•	1.2	0.3	1.2	1.7	1.6	1.3	1.9	2.2
Interest Paid	10	3.2	•	•	•	•	0.6	0.7	0.8	1.6	1.4	2.8	2.9	3.4
Depreciation, Depletion, Amortization	11	6.6	•	•	•	•	3.3	0.1	2.7	4.5	5.5	3.5	7.9	6.9
Pensions and Other Benefits	12	2.7	•	•	•	•	•	0.4	0.4	1.5	3.0	1.6	2.8	2.8
Other	13	13.6	•	•	•	•	2.3	1.5	5.4	4.9	2.6	12.0	5.4	14.5
Officers Compensation	14	0.4	•	•	•	•	0.7	2.1	4.7	1.6	1.1	1.3	1.5	0.3
Operating Margin	15	•	•	•	•	•	2.3	1.3	7.6	5.1	6.5	•	6.1	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	3.0	3.4	12.2	6.6	7.6	0.5	7.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	32403	•	•	•	•	354	1045	2651	3725	6645	9944	20741	262573
Inventories	18	25502	•	•	•	•	53	247	1555	2266	6230	9970	15692	208277
Net Property, Plant and Equipment	19	148228	•	•	•	•	153	190	1919	7708	20102	27130	80426	1256043
Total Assets	20	374584	•	•	•	•	601	3274	7597	15987	37185	73219	155550	3187864

Notes and Loans Payable **21**	111954	•	•	•	•	172	47	1691	4960	9581	28015	46416	953714
All Other Liabilities **22**	99475	•	•	•	•	331	1188	3811	3878	9595	17241	47995	843740
Net Worth **23**	163155	•	•	•	•	99	2039	2095	7148	18009	27963	61139	1390410

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	•	1.2	1.8	1.5	1.8	2.1	1.2	1.7	0.9
Quick Ratio **25**	0.5	•	•	•	•	1.1	1.6	0.8	1.1	1.1	0.6	1.1	0.5
Net Sales to Working Capital **26**	•	•	•	•	•	26.3	33.2	8.4	8.4	6.2	21.5	8.0	•
Coverage Ratio **27**	3.3	•	•	•	•	5.4	3.2	11.7	4.4	5.7	4.2	4.0	3.3
Total Asset Turnover **28**	0.7	•	•	•	•	3.4	9.5	2.0	1.6	1.3	1.2	1.1	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	•	•	5.1	0.6	2.6	1.2	1.1	1.6	1.6	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	56.5	•	•	•	•	83.5	37.7	72.4	55.3	51.6	61.8	60.7	56.4
Return on Assets **33**	7.7	•	•	•	•	10.7	21.3	17.4	10.8	10.5	13.6	12.3	7.5
Return on Equity **34**	7.9	•	•	•	•	•	20.1	•	14.2	16.0	18.9	15.3	7.5
Return Before Interest on Equity **35**	17.6	•	•	•	•	•	34.1	•	24.2	21.7	•	31.2	17.1
Profit Margin, Before Income Tax **36**	7.4	•	•	•	•	2.6	1.5	8.0	5.4	6.7	9.0	8.7	7.6
Profit Margin, After Income Tax **37**	4.8	•	•	•	•	2.6	1.3	8.0	4.1	6.0	6.3	5.7	4.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.3	65.3	65.6	64.7	64.2	63.9	63.9	64.0	63.9	65.6
Operating Margin (%) **39**	0.9	•	1.1	4.9	4.4	2.4	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.5	•	1.5	5.3	4.8	2.8	0.4	0.1	0.1	•
Average Net Receivables ($) **41**	6725	26117	18279	59484	38728	37135	27784	35552	13516	32403
Average Inventories ($) **42**	5635	23173	14968	32756	29502	28256	32340	35970	13004	25502
Average Net Worth ($) **43**	36551	155680	92198	220821	193682	164078	190224	209443	71882	163155
Current Ratio (×1) **44**	1.5	1.3	1.3	1.5	1.2	0.9	0.9	0.8	0.9	1.0
Quick Ratio (×1) **45**	0.8	0.7	0.7	0.9	0.7	0.5	0.4	0.4	0.4	0.5
Coverage Ratio (×1) **46**	3.0	2.6	3.0	4.6	4.2	2.9	2.6	2.3	2.3	3.3
Asset Turnover (×1) **47**	0.9	0.8	0.9	0.9	0.8	0.7	0.7	0.8	0.7	0.7
Operating Leverage **48**	•	•	•	4.6	0.9	0.6	•	4.8	1.0	2.3
Financial Leverage **49**	1.0	1.1	1.0	1.3	1.0	0.8	0.9	0.9	1.1	1.2
Total Leverage **50**	•	•	•	5.8	0.9	0.5	•	4.2	1.2	2.8

OTHER PAPER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3142	437	350	265	262	381	882	204	212	73	30	23	23
Revenues ($ in Thousands)														
Net Sales	2	66219084	177580	68871	36815	221074	876599	4905883	3080427	6490981	4092226	3494590	5960846	36813193
Portfolio Income	3	1312534	390	8705	•	1191	1179	5274	5345	23335	16211	33231	32384	1185289
Other Revenues	4	1100472	1188	•	•	5682	992	44211	15658	34048	34626	11639	41509	910919
Total Revenues	5	68632090	179158	77576	36815	227947	878770	4955368	3101430	6548364	4143063	3539460	6034739	38909401
Average Total Revenues	6	21843	410	222	139	870	2306	5618	15203	30889	56754	117982	262380	1691713
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.0	69.3	75.2	65.4	83.3	66.9	72.1	76.3	72.8	73.5	77.6	74.7	65.0
Salaries and Wages	8	6.4	3.3	5.4	1.9	4.0	4.4	5.0	5.2	5.8	5.0	5.1	5.0	7.3
Taxes Paid	9	2.0	2.2	2.6	5.6	2.5	2.4	2.6	1.7	2.0	1.7	1.7	1.6	2.0
Interest Paid	10	3.5	0.7	0.9	1.8	0.2	0.6	1.4	1.1	1.5	1.6	2.1	1.7	5.0
Depreciation, Depletion, Amortization	11	4.7	1.9	1.3	7.6	0.9	1.8	2.9	2.4	3.2	3.7	3.7	3.4	5.9
Pensions and Other Benefits	12	3.1	3.1	0.8	0.9	0.5	0.9	1.6	1.3	1.9	2.0	1.4	2.3	4.2
Other	13	9.6	10.1	29.7	17.6	11.6	12.9	8.8	6.6	7.2	8.2	6.7	9.0	10.8
Officers Compensation	14	1.2	4.8	•	10.8	1.4	6.7	3.8	4.1	2.4	1.5	0.9	0.7	0.3
Operating Margin	15	0.7	4.7	•	•	•	3.6	2.0	1.3	3.2	2.9	0.9	1.7	•
Oper. Margin Before Officers Compensation	16	1.8	9.5	•	•	•	10.3	5.7	5.4	5.6	4.3	1.8	2.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2948	•	3	57	47	226	671	1799	4015	7834	12861	30149	247248
Inventories	18	2184	•	7	25	94	172	470	1580	3173	7116	13728	22818	169534
Net Property, Plant and Equipment	19	6858	•	0	84	44	150	786	2028	5983	12206	28168	65637	688539
Total Assets	20	19230	•	33	204	326	754	2242	6720	15944	34145	69866	159081	1956804

Notes and Loans Payable **21**	6654	•	3	35	251	214	854	2245	6606	10467	28871	48585	669125
All Other Liabilities **22**	6819	•	9	173	123	234	581	1857	3651	8479	17452	38748	763294
Net Worth **23**	5757	•	20	-5	-49	307	807	2618	5687	15199	23543	71747	524385

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	3.4	0.6	0.9	1.8	1.6	1.8	1.6	1.7	1.5	1.7	1.0
Quick Ratio **25**	0.5	•	2.6	0.5	0.5	1.2	1.0	1.1	0.9	0.9	0.8	0.9	0.4
Net Sales to Working Capital **26**	26.4	•	8.6	•	•	9.3	11.0	7.7	10.4	7.6	11.2	9.8	•
Coverage Ratio **27**	2.3	9.2	•	•	•	7.9	3.2	2.8	3.7	3.5	2.0	2.7	2.1
Total Asset Turnover **28**	1.1	•	6.1	0.7	2.6	3.1	2.5	2.3	1.9	1.7	1.7	1.6	0.8
Inventory Turnover **29**	•	•	•	7.3	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	4.9	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	0.6	•	•	1.5	1.8	1.6	1.8	1.3	2.0	1.2	2.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.1	•	37.6	•	•	59.3	64.0	61.0	64.3	55.5	66.3	54.9	73.2
Return on Assets **33**	8.7	•	•	•	•	13.6	10.7	6.9	10.7	9.3	7.0	7.4	8.6
Return on Equity **34**	10.6	•	•	•	21.3	23.9	19.0	8.2	18.7	11.2	7.7	7.6	9.8
Return Before Interest on Equity **35**	28.9	•	•	•	18.7	33.3	29.7	17.7	30.0	20.9	20.8	16.5	32.1
Profit Margin, Before Income Tax **36**	4.4	5.5	•	•	•	3.9	3.0	2.0	4.1	4.1	2.1	2.9	5.5
Profit Margin, After Income Tax **37**	2.9	3.7	•	•	•	3.2	2.8	1.4	3.5	3.0	1.6	2.1	3.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.6	66.8	67.5	68.9	68.6	69.1	69.7	68.5	71.9	69.0
Operating Margin (%) **39**	3.0	2.8	3.8	3.1	1.4	0.8	•	0.8	•	0.7
Oper. Margin Before Officers Comp. (%) **40**	4.5	4.3	5.1	4.4	2.8	2.0	0.5	2.0	1.1	1.8
Average Net Receivables ($) **41**	1620	1331	2348	2392	2429	2340	2011	2418	2468	2948
Average Inventories ($) **42**	1424	1184	2100	1651	1775	1694	1636	1901	1949	2184
Average Net Worth ($) **43**	4092	3453	6123	4803	5240	4960	4557	5351	4826	5757
Current Ratio (x1) **44**	1.8	1.8	1.7	1.1	1.2	1.0	1.1	1.2	1.0	1.1
Quick Ratio (x1) **45**	1.0	0.9	0.9	0.6	0.6	0.6	0.5	0.5	0.5	0.5
Coverage Ratio (x1) **46**	4.3	4.2	5.0	3.7	2.4	2.4	2.1	2.6	2.3	2.3
Asset Turnover (x1) **47**	1.5	1.5	1.5	1.2	1.2	1.1	1.1	1.1	1.2	1.1
Total Liabilities/Net Worth (x1) **48**	1.0	1.1	1.1	1.9	1.9	2.0	2.2	2.3	2.6	2.4
Return on Assets (x1) **49**	11.8	12.2	13.9	12.5	11.5	10.9	8.9	9.9	8.6	8.7
Return on Equity (%) **50**	10.1	10.8	15.0	17.6	12.6	11.7	7.9	13.1	10.5	10.6

OTHER PAPER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1910	9	65	136	131	381	728	158	178	65	18	20	19
Revenues ($ in Thousands)														
Net Sales	2	49054088	135183	55289	36815	171229	876599	4220735	2506799	5604887	3663269	2308601	5312671	24162013
Portfolio Income	3	543632	152	8705	•	481	1179	3418	4400	22067	15629	29671	28661	429269
Other Revenues	4	800657	1083	•	•	5286	992	32172	13045	32073	28953	7555	37200	642297
Total Revenues	5	50398377	136418	63994	36815	176996	878770	4256325	2524244	5659027	3707851	2345827	5378532	25233579
Average Total Revenues	6	26387	15158	985	271	1351	2306	5847	15976	31792	57044	130324	268927	1328083
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.4	68.8	67.4	65.4	86.7	66.9	69.6	77.9	71.8	72.5	75.8	74.7	57.6
Salaries and Wages	8	7.1	2.9	6.7	•	2.5	4.4	5.0	4.7	6.1	4.9	4.6	4.0	9.3
Taxes Paid	9	2.1	1.8	3.0	4.8	1.4	2.4	2.5	1.4	2.1	1.8	1.7	1.8	2.2
Interest Paid	10	1.5	0.4	1.1	•	•	0.6	1.1	0.7	1.2	1.5	1.3	1.5	1.9
Depreciation, Depletion, Amortization	11	4.6	1.5	1.3	7.3	0.7	1.8	3.0	1.6	2.6	3.7	3.1	3.4	6.4
Pensions and Other Benefits	12	3.4	3.7	1.0	•	0.7	0.9	1.7	1.1	2.0	2.1	1.2	2.0	5.0
Other	13	9.9	8.1	19.3	8.5	9.6	12.9	8.9	5.7	7.4	8.4	7.1	8.8	11.7
Officers Compensation	14	1.4	6.1	•	3.2	•	6.7	3.9	4.0	2.6	1.6	0.9	0.7	0.3
Operating Margin	15	4.7	6.7	0.5	10.8	•	3.6	4.5	3.0	4.3	3.6	4.2	3.2	5.6
Oper. Margin Before Officers Compensation	16	6.1	12.8	0.5	14.0	•	10.3	8.4	7.0	6.8	5.2	5.2	3.9	5.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3651	•	4	104	64	226	662	1888	4089	7994	13994	31126	208567
Inventories	18	2802	•	•	35	102	172	460	1336	3340	7015	14046	22377	156429
Net Property, Plant and Equipment	19	7340	•	•	63	17	150	799	1759	5494	11902	27921	66163	500721
Total Assets	20	19150	•	4	227	369	754	2240	6449	15910	34160	70333	161627	1263658

Notes and Loans Payable **21**	5023	•	•	69	430	214	770	1599	5273	9693	23353	46790	300489
All Other Liabilities **22**	5302	•	4	106	196	234	483	1968	3461	8329	17549	38052	373710
Net Worth **23**	8825	•	-0	51	-256	307	987	2881	7176	16139	29432	76784	589459

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.0	1.4	0.7	1.8	1.9	1.9	1.7	1.8	1.7	1.9	1.5
Quick Ratio **25**	0.9	•	1.0	1.1	0.5	1.2	1.1	1.2	1.0	1.0	0.9	1.1	0.8
Net Sales to Working Capital **26**	8.8	•	•	6.1	•	9.3	9.3	8.0	8.9	7.4	9.2	8.4	8.8
Coverage Ratio **27**	6.0	•	•	•	•	7.9	6.1	6.7	5.3	4.3	5.5	4.0	6.5
Total Asset Turnover **28**	1.4	•	•	1.2	3.6	3.1	2.6	2.5	2.0	1.7	1.8	1.7	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	9.4
Receivables Turnover **30**	•	•	•	5.2	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	3.4	•	1.5	1.3	1.2	1.2	1.1	1.4	1.1	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.9	•	•	77.4	•	59.3	55.9	55.3	54.9	52.8	58.2	52.5	53.4
Return on Assets **33**	12.3	•	•	12.9	6.5	13.6	16.5	10.6	12.6	10.3	12.7	9.5	12.4
Return on Equity **34**	16.1	•	•	•	•	23.9	29.9	16.8	19.7	12.7	21.2	11.9	15.1
Return Before Interest on Equity **35**	26.6	•	•	•	•	33.3	•	23.7	28.0	21.8	30.4	20.0	26.7
Profit Margin, Before Income Tax **36**	7.6	7.6	16.2	10.8	1.8	3.9	5.3	3.7	5.2	4.8	5.7	4.3	10.5
Profit Margin, After Income Tax **37**	5.5	5.2	16.2	9.2	1.8	3.2	5.1	3.1	4.5	3.7	4.9	3.5	7.0

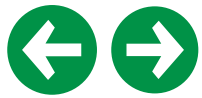
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.2	65.5	66.2	67.6	67.3	68.2	63.9	64.1	63.7	65.4
Operating Margin (%) **39**	4.6	4.1	4.8	4.6	4.8	4.9	4.6	2.8	4.5	4.7
Oper. Margin Before Officers Comp. (%) **40**	6.1	5.4	6.2	6.0	6.2	6.1	6.1	4.4	6.0	6.1
Average Net Receivables ($) **41**	1831	2271	2351	3436	2599	2996	2473	3150	3383	3651
Average Inventories ($) **42**	1553	2005	2093	2304	1844	2249	2018	2421	2550	2802
Average Net Worth ($) **43**	4898	6521	6771	7657	6049	7241	6356	8436	9085	8825
Current Ratio (×1) **44**	1.9	1.8	1.8	1.1	1.9	1.6	1.6	1.2	1.7	1.6
Quick Ratio (×1) **45**	1.0	1.0	1.0	0.6	1.1	0.9	0.9	0.5	0.9	0.9
Coverage Ratio (×1) **46**	6.3	5.8	6.3	4.8	5.2	6.0	5.0	4.9	7.2	6.0
Asset Turnover (×1) **47**	1.5	1.5	1.5	1.2	1.5	1.5	1.3	1.1	1.4	1.4
Operating Leverage **48**	1.0	0.9	1.2	1.0	1.0	1.0	1.0	0.6	1.6	1.1
Financial Leverage **49**	1.1	1.0	1.1	1.0	1.1	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**	1.1	0.9	1.3	1.0	1.1	1.0	0.9	0.6	1.7	1.1

NEWSPAPERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6255	996	2468	1190	581	380	340	107	72	50	17	21	33
Revenues ($ in Thousands)														
Net Sales	2	45604763	402604	407378	471029	412522	447712	991412	1104424	1349157	1747795	1109854	2883944	34276933
Portfolio Income	3	1378178	23224	188	235	1693	1845	3388	11275	18363	25145	12614	99985	1180223
Other Revenues	4	1219126	13622	1	695	1784	22649	5348	36880	32345	32397	86969	25612	960823
Total Revenues	5	48202067	439450	407567	471959	415999	472206	1000148	1152579	1399865	1805337	1209437	3009541	36417979
Average Total Revenues	6	7706	441	165	397	716	1243	2942	10772	19443	36107	71143	143311	1103575
Operating Costs/Operating Income (%)														
Cost of Operations	7	33.4	42.1	44.3	47.3	39.6	21.3	47.1	36.3	40.1	32.5	36.5	31.9	32.4
Salaries and Wages	8	19.8	25.8	14.7	15.9	20.4	32.3	13.1	23.6	18.7	22.7	15.8	20.7	19.6
Taxes Paid	9	3.7	4.7	1.8	4.2	3.3	4.3	3.6	3.9	3.4	4.2	4.3	4.2	3.7
Interest Paid	10	2.9	4.8	3.7	2.1	1.1	1.6	1.7	1.8	2.8	1.9	6.4	4.8	2.8
Depreciation, Depletion, Amortization	11	6.1	6.4	3.5	5.4	2.4	3.4	4.2	3.7	4.4	6.2	6.8	6.2	6.3
Pensions and Other Benefits	12	3.7	1.9	0.2	1.3	1.2	1.7	1.2	2.9	2.9	4.2	4.3	3.4	4.0
Other	13	22.2	26.3	31.6	19.1	21.7	32.1	19.2	21.3	21.2	17.2	26.0	21.1	22.4
Officers Compensation	14	1.5	2.3	2.5	5.7	8.6	8.6	6.0	4.2	2.4	1.9	2.0	1.4	1.0
Operating Margin	15	6.8	•	•	•	1.8	•	4.1	2.2	4.2	9.4	•	6.4	8.0
Oper. Margin Before Officers Compensation	16	8.3	•	0.3	4.9	10.4	3.4	10.0	6.4	6.6	11.3	•	7.7	8.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	940	•	11	46	85	152	279	1146	2128	3715	7714	16949	140794
Inventories	18	168	•	0	5	6	4	28	187	306	768	1019	3350	26185
Net Property, Plant and Equipment	19	2432	•	13	47	68	137	770	1797	4182	12625	27157	56233	363692
Total Assets	20	8617	•	28	172	316	692	1947	7370	15090	35352	67669	144574	1354069



Notes and Loans Payable **21**	2245	•	89	147	212	307	656	2568	7170	9313	59128	60795	292328
All Other Liabilities **22**	2336	•	63	21	62	146	742	1724	3428	5631	15544	33610	375870
Net Worth **23**	4036	•	-124	5	42	239	549	3078	4492	20408	-7003	50169	685871

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	0.3	3.1	2.7	1.3	1.1	1.9	1.7	2.0	1.3	1.9	1.1
Quick Ratio **25**	0.9	•	0.3	2.8	2.3	1.3	1.0	1.5	1.3	1.6	1.1	1.3	0.8
Net Sales to Working Capital **26**	26.5	•	•	8.5	6.2	15.8	44.6	6.9	9.7	5.5	17.7	8.4	•
Coverage Ratio **27**	5.4	•	0.4	0.7	3.4	1.1	3.9	4.6	3.9	7.4	2.1	3.2	6.2
Total Asset Turnover **28**	0.9	•	5.9	2.3	2.3	1.7	1.5	1.4	1.3	1.0	1.0	1.0	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	34.3	6.5	1.9	2.6	1.4	2.4	0.7	•	1.9	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.2	•	•	97.2	86.7	65.4	71.8	58.2	70.2	42.3	•	65.3	49.4
Return on Assets **33**	13.2	•	8.8	3.5	8.3	3.0	9.8	11.7	13.3	14.1	12.9	14.7	13.3
Return on Equity **34**	15.3	•	3.2	•	39.8	•	21.3	18.4	26.8	16.5	•	20.3	14.4
Return Before Interest on Equity **35**	28.2	•	•	•	•	8.6	34.8	27.9	•	24.5	•	•	26.2
Profit Margin, Before Income Tax **36**	12.7	•	•	•	2.6	0.2	4.9	6.5	7.9	12.4	6.9	10.7	14.5
Profit Margin, After Income Tax **37**	8.5	•	•	•	2.4	•	4.0	5.5	6.4	9.7	4.8	7.4	9.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	39.9	40.4	41.2	41.4	37.2	38.0	37.4	36.5	32.0	33.4
Operating Margin (%) **39**	4.0	2.6	3.1	•	0.5	•	•	0.4	4.1	6.8
Oper. Margin Before Officers Comp. (%) **40**	5.4	4.1	4.7	1.2	2.0	•	•	2.3	5.9	8.3
Average Net Receivables ($) **41**	1043	1065	1190	1050	1087	1158	1116	1010	1065	940
Average Inventories ($) **42**	247	228	314	310	262	470	431	404	182	168
Average Net Worth ($) **43**	3538	4062	4310	4059	5410	7316	6595	6277	4112	4036
Current Ratio (x1) **44**	1.5	1.3	1.3	1.5	1.4	1.2	1.2	1.3	1.2	1.2
Quick Ratio (x1) **45**	1.0	0.9	0.9	1.1	1.0	0.7	0.8	0.8	0.9	0.9
Coverage Ratio (x1) **46**	3.6	3.2	3.0	2.7	2.5	2.2	1.7	2.3	3.7	5.4
Asset Turnover (x1) **47**	0.9	0.8	0.8	0.7	0.6	0.6	0.6	0.6	0.8	0.9
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.5	1.6	1.2	1.2	1.2	1.4	1.2	1.1
Return on Assets (x1) **49**	11.2	12.1	11.0	12.7	9.6	8.6	6.9	7.2	10.3	13.2
Return on Equity (%) **50**	9.7	10.9	11.0	13.8	7.9	6.6	3.6	6.2	11.1	15.3

NEWSPAPERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2549	3	996	398	428	189	268	98	55	•	14	•	•
Revenues ($ in Thousands)														
Net Sales	2	43397668	69360	334855	205650	348127	209582	715902	1103278	1064601	•	928355	•	•
Portfolio Income	3	1357538	15461	•	44	1632	1841	2161	7372	15675	•	12207	•	•
Other Revenues	4	1188579	7867	•	46	740	22649	5216	36880	29073	•	86905	•	•
Total Revenues	5	45943785	92688	334855	205740	350499	234072	723279	1147530	1109349	•	1027467	•	•
Average Total Revenues	6	18024	30896	336	517	819	1238	2699	11709	20170	•	73390	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	33.0	20.3	47.2	41.4	37.0	24.1	40.2	36.1	39.9	•	35.5	•	•
Salaries and Wages	8	19.7	26.1	13.6	15.9	19.6	31.4	17.0	23.5	17.9	•	15.7	•	•
Taxes Paid	9	3.7	4.9	1.8	4.1	3.3	4.0	3.2	3.9	3.4	•	4.4	•	•
Interest Paid	10	2.8	6.7	3.3	0.2	0.8	1.5	1.7	1.8	2.5	•	5.9	•	•
Depreciation, Depletion, Amortization	11	5.9	4.4	0.7	2.1	1.8	3.8	4.5	3.7	4.1	•	7.2	•	•
Pensions and Other Benefits	12	3.8	2.9	•	0.5	1.4	2.4	1.6	2.9	2.6	•	4.6	•	•
Other	13	22.1	30.8	27.1	18.6	21.8	29.1	18.0	21.1	21.0	•	26.1	•	•
Officers Compensation	14	1.5	8.9	3.0	8.9	9.1	12.5	7.1	4.2	2.4	•	1.9	•	•
Operating Margin	15	7.5	•	3.4	8.5	5.3	•	6.8	2.8	6.3	•	•	•	•
Oper. Margin Before Officers Compensation	16	9.0	4.0	6.4	17.3	14.3	3.7	13.9	7.0	8.7	•	0.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2212	•	26	65	70	122	268	1251	2101	•	7218	•	•
Inventories	18	407	•	•	2	8	6	31	204	343	•	1046	•	•
Net Property, Plant and Equipment	19	5714	•	5	31	53	149	850	1944	3621	•	26673	•	•
Total Assets	20	20320	•	33	143	312	657	2029	7364	14830	•	67716	•	•

Notes and Loans Payable **21**	4969	•	89	10	56	248	669	2757	6178	•	56966	•	•
All Other Liabilities **22**	5410	•	8	15	77	149	141	1873	3332	•	15125	•	•
Net Worth **23**	9940	•	-64	118	179	260	1219	2734	5321	•	-4375	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.4	7.4	2.3	1.7	3.2	1.7	1.9	•	1.4	•	•
Quick Ratio **25**	0.9	•	2.4	7.1	1.8	1.6	2.9	1.3	1.5	•	1.2	•	•
Net Sales to Working Capital **26**	22.6	•	19.9	5.5	7.3	9.4	6.9	9.0	8.0	•	13.4	•	•
Coverage Ratio **27**	5.8	5.3	2.1	•	8.9	2.9	5.7	4.8	5.2	•	2.6	•	•
Total Asset Turnover **28**	0.8	•	10.1	3.6	2.6	1.7	1.3	1.5	1.3	•	1.0	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	0.2	0.8	1.5	0.7	1.7	1.8	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.1	•	•	17.5	42.7	60.4	39.9	62.9	64.1	•	•	•	•
Return on Assets **33**	13.8	•	•	31.3	17.3	7.3	12.4	13.1	17.0	•	15.0	•	•
Return on Equity **34**	15.8	•	•	37.3	25.5	10.3	14.5	23.7	31.4	•	•	•	•
Return Before Interest on Equity **35**	28.2	•	•	•	30.2	18.4	20.6	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	13.6	28.7	3.4	8.5	5.9	2.8	7.8	6.8	10.5	•	9.5	•	•
Profit Margin, After Income Tax **37**	9.2	24.8	3.1	8.5	5.6	2.4	6.6	5.8	8.6	•	6.9	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	39.5	40.5	39.1	40.9	36.3	36.9	34.8	35.9	31.5	33.0
Operating Margin (%) **39**	5.6	5.4	6.6	1.5	2.7	0.4	2.8	2.0	5.4	7.5
Oper. Margin Before Officers Comp. (%) **40**	7.0	6.8	8.1	3.2	4.2	1.8	4.5	3.5	6.8	9.0
Average Net Receivables ($) **41**	1303	1357	1420	1248	1651	1869	1619	2169	2206	2212
Average Inventories ($) **42**	305	274	295	374	411	800	331	909	388	407
Average Net Worth ($) **43**	4628	5422	5663	5091	8842	12471	7330	14533	8994	9940
Current Ratio (×1) **44**	1.5	1.3	1.3	1.6	1.4	1.3	1.2	1.3	1.2	1.2
Quick Ratio (×1) **45**	1.0	1.0	1.0	1.1	1.0	0.8	0.9	0.9	0.9	0.9
Coverage Ratio (×1) **46**	4.6	4.2	4.4	3.4	3.2	2.6	3.1	2.6	4.3	5.8
Asset Turnover (×1) **47**	0.9	0.9	0.9	0.8	0.6	0.6	0.8	0.5	0.8	0.8
Operating Leverage **48**	0.8	1.0	1.2	0.2	1.8	0.1	8.3	0.7	2.7	1.4
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.0	0.9	1.1	0.9	1.2	1.1
Total Leverage **50**	0.8	1.0	1.3	0.2	1.7	0.1	9.2	0.6	3.4	1.5

PERIODICALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5581	323	2465	1154	406	533	449	121	76	17	10	15	11
Revenues ($ in Thousands)														
Net Sales	2	28805962	74225	477124	559185	481751	760756	2299827	2275777	1815333	646678	1080011	3227466	15107828
Portfolio Income	3	868466	3530	842	10400	12137	86	36224	16374	40471	11164	21161	67259	648819
Other Revenues	4	2680771	30978	282399	93950	3566	84699	45099	46115	6713	14265	35338	80752	1956896
Total Revenues	5	32355199	108733	760365	663535	497454	845541	2381150	2338266	1862517	672107	1136510	3375477	17713543
Average Total Revenues	6	5797	337	308	575	1225	1586	5303	19325	24507	39536	113651	225032	1610322
Operating Costs/Operating Income (%)														
Cost of Operations	7	49.1	76.7	47.5	55.8	45.2	44.7	54.3	51.5	48.2	39.1	52.8	47.2	48.7
Salaries and Wages	8	13.7	43.5	37.7	28.6	16.5	13.8	14.4	12.4	13.9	14.6	12.3	11.4	12.8
Taxes Paid	9	2.3	5.4	5.7	5.0	3.0	2.7	2.4	1.8	2.4	2.7	2.4	1.8	2.1
Interest Paid	10	5.1	3.7	0.1	0.7	0.3	1.2	0.7	1.3	1.6	2.1	1.0	2.5	8.5
Depreciation, Depletion, Amortization	11	3.1	3.2	0.8	1.9	1.9	1.8	1.2	2.5	3.2	4.3	3.1	2.6	3.8
Pensions and Other Benefits	12	2.2	1.6	3.3	2.5	1.4	1.6	1.8	1.2	1.5	2.0	2.4	1.9	2.6
Other	13	27.8	59.2	26.8	24.2	23.1	24.7	20.5	25.1	23.1	27.7	21.3	30.4	30.1
Officers Compensation	14	2.8	2.4	33.6	9.9	5.4	10.4	4.5	5.8	4.0	3.5	1.5	2.3	0.5
Operating Margin	15	•	•	•	•	3.3	•	0.2	•	2.2	4.0	3.3	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	8.7	9.6	4.7	4.1	6.1	7.4	4.7	2.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1412	•	6	55	64	98	666	1875	2731	5838	19802	29118	568597
Inventories	18	185	•	2	6	5	64	71	449	1227	1518	5939	8883	53412
Net Property, Plant and Equipment	19	485	•	6	29	48	95	271	1014	4477	9857	21386	26793	110852
Total Assets	20	10373	•	35	154	345	708	2369	7232	15236	32943	74822	150223	4586657

Notes and Loans Payable **21**	3367	•	12	81	397	129	714	3893	3388	9726	11602	50631	1486494
All Other Liabilities **22**	2320	•	21	117	143	552	1461	4452	7049	15028	31503	75326	816383
Net Worth **23**	4686	•	2	-44	-195	28	194	-1113	4799	8189	31716	24266	2283780

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.9	0.9	1.5	1.3	1.3	0.8	1.4	0.9	1.5	1.4	1.1
Quick Ratio **25**	0.9	•	0.8	0.7	1.4	1.0	1.0	0.5	1.0	0.7	1.1	0.8	0.9
Net Sales to Working Capital **26**	18.3	•	•	•	17.7	15.7	16.8	•	10.3	•	8.8	10.1	16.5
Coverage Ratio **27**	2.3	•	•	•	•	9.6	6.4	1.9	4.0	4.7	9.2	2.9	2.1
Total Asset Turnover **28**	0.5	•	5.5	3.2	3.5	2.0	2.2	2.6	1.6	1.2	1.5	1.4	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	7.3	•	•	•	•	•	•	•	•	•	•	•	4.8
Total Liabilities to Net Worth **31**	1.2	•	13.7	•	•	24.3	11.2	•	2.2	3.0	1.4	5.2	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.8	•	93.2	•	•	96.1	91.8	•	68.5	75.2	57.6	83.9	50.2
Return on Assets **33**	5.8	•	22.0	•	23.8	23.4	9.6	6.3	9.7	11.5	13.6	10.4	5.2
Return on Equity **34**	5.0	•	•	•	•	•	•	•	17.4	33.2	25.1	30.6	3.6
Return Before Interest on Equity **35**	12.9	•	•	•	•	•	•	•	30.7	•	32.1	•	10.5
Profit Margin, Before Income Tax **36**	6.6	•	3.9	•	6.6	10.4	3.8	1.1	4.6	7.8	8.4	4.8	9.1
Profit Margin, After Income Tax **37**	4.6	•	3.8	•	6.5	10.0	3.0	0.7	3.5	7.2	7.4	3.5	5.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	46.1	45.6	48.1	48.7	49.2	54.4	50.0	50.5	50.6	49.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	0.7	1.6	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	385	386	337	332	823	869	958	1161	1330	1412
Average Inventories ($) **42**	128	128	136	137	183	380	442	239	157	185
Average Net Worth ($) **43**	900	905	621	578	2000	1917	4086	6061	3545	4686
Current Ratio (x1) **44**	1.8	1.5	1.0	1.3	1.1	1.0	0.9	1.2	1.6	1.1
Quick Ratio (x1) **45**	1.1	1.0	0.6	0.8	0.7	0.7	0.5	0.9	1.2	0.9
Coverage Ratio (x1) **46**	3.1	3.5	3.0	2.0	1.0	0.9	1.4	2.3	1.9	2.3
Asset Turnover (x1) **47**	1.3	1.3	1.3	1.3	0.7	0.7	0.7	0.7	0.6	0.5
Total Liabilities/Net Worth (x1) **48**	1.9	1.8	2.6	2.7	2.6	3.1	1.5	0.8	1.2	1.2
Return on Assets (x1) **49**	7.3	9.4	8.4	6.5	4.5	3.3	5.5	5.1	5.4	5.8
Return on Equity (%) **50**	7.4	11.0	11.7	4.5	•	•	2.5	3.4	3.7	5.0

PERIODICALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2961	5	1574	324	244	351	292	76	57	11	•	9	•
Revenues ($ in Thousands)														
Net Sales	2	24778435	5418	398373	247368	265384	489823	1850623	1961554	1419054	476152	•	2481607	•
Portfolio Income	3	765768	3530	814	16	11779	86	36082	13218	38275	2461	•	63947	•
Other Revenues	4	2563261	5467	282356	84818	75	84662	40629	37170	2264	11477	•	74204	•
Total Revenues	5	28107464	14415	681543	332202	277238	574571	1927334	2011942	1459593	490090	•	2619758	•
Average Total Revenues	6	9493	2883	433	1025	1136	1637	6600	26473	25607	44554	•	291084	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	49.7	31.1	45.8	46.9	36.6	37.2	53.8	49.0	48.5	25.9	•	51.9	•
Salaries and Wages	8	13.8	22.5	43.3	40.5	20.0	16.2	13.9	13.2	13.7	18.0	•	11.2	•
Taxes Paid	9	2.3	16.9	6.3	4.1	2.5	3.0	2.6	1.8	2.4	3.0	•	1.8	•
Interest Paid	10	4.9	30.6	•	1.2	0.4	1.2	0.5	0.7	0.8	1.6	•	0.7	•
Depreciation, Depletion, Amortization	11	2.7	1.9	0.5	2.1	1.7	2.0	0.9	1.2	3.3	4.1	•	2.2	•
Pensions and Other Benefits	12	2.3	1.1	3.9	0.3	1.0	1.8	2.0	1.2	1.6	1.9	•	1.9	•
Other	13	26.2	24.0	26.0	25.0	22.7	22.3	17.1	24.6	20.2	34.0	•	25.8	•
Officers Compensation	14	2.5	2.5	38.3	3.2	6.2	9.9	4.5	6.3	4.6	2.4	•	1.9	•
Operating Margin	15	•	•	•	•	9.0	6.4	4.7	2.0	4.9	9.1	•	2.7	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	15.2	16.3	9.2	8.3	9.5	11.6	•	4.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2489	•	7	53	32	105	774	2340	2789	6851	•	38769	•
Inventories	18	301	•	3	20	9	87	75	338	1247	1543	•	12411	•
Net Property, Plant and Equipment	19	738	•	7	29	43	126	262	1085	4299	9793	•	31504	•
Total Assets	20	17065	•	48	159	361	670	2660	7122	15250	35452	•	164764	•

Notes and Loans Payable **21**	4820	•	14	63	67	181	449	2494	2620	9083	•	24598	•
All Other Liabilities **22**	3610	•	23	198	21	532	1441	5549	5065	15249	•	80442	•
Net Worth **23**	8635	•	11	-101	272	-43	769	-921	7566	11120	•	59724	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.1	0.6	8.9	1.6	1.6	0.7	1.8	1.3	•	1.8	•
Quick Ratio **25**	1.0	•	0.9	0.4	7.8	1.2	1.3	0.5	1.3	1.0	•	1.1	•
Net Sales to Working Capital **26**	11.0	•	•	•	6.6	8.8	9.6	•	6.9	14.0	•	6.3	•
Coverage Ratio **27**	3.0	5.4	•	10.4	•	•	•	7.9	11.0	8.3	•	13.5	•
Total Asset Turnover **28**	0.5	•	5.3	4.8	3.0	2.1	2.4	3.6	1.6	1.2	•	1.7	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	6.7	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	3.2	•	0.3	•	2.5	•	1.0	2.2	•	1.8	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.4	•	76.4	•	24.5	•	71.1	•	50.4	68.6	•	63.8	•
Return on Assets **33**	7.1	•	37.5	•	•	•	22.2	19.0	13.5	16.6	•	15.2	•
Return on Equity **34**	7.0	•	•	•	•	•	•	•	20.0	•	•	30.9	•
Return Before Interest on Equity **35**	14.0	•	•	•	•	•	•	•	27.2	•	•	•	•
Profit Margin, Before Income Tax **36**	9.6	•	7.1	11.1	13.5	23.7	8.9	4.6	7.5	11.9	•	8.4	•
Profit Margin, After Income Tax **37**	7.2	•	6.9	11.1	13.3	23.1	8.0	4.1	6.1	11.1	•	6.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.5	44.6	45.3	47.4	52.3	49.6	50.3	49.6	49.7	49.7
Operating Margin (%) **39**	2.1	0.2	1.9	1.7	1.3	3.2	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	4.7	3.0	4.5	5.1	4.5	5.7	•	•	•	•
Average Net Receivables ($) **41**	569	638	711	643	1066	558	2309	1623	3017	2489
Average Inventories ($) **42**	194	231	317	289	412	187	1212	318	303	301
Average Net Worth ($) **43**	1325	1587	1663	1527	2169	1309	12479	9799	8739	8635
Current Ratio (x1) **44**	1.8	1.3	1.0	1.5	1.3	1.3	0.9	1.2	1.7	1.3
Quick Ratio (x1) **45**	0.9	0.7	0.6	0.9	0.9	0.9	0.5	0.9	1.3	1.0
Coverage Ratio (x1) **46**	5.2	5.7	5.2	5.9	7.8	9.1	2.1	3.4	2.7	3.0
Asset Turnover (x1) **47**	1.3	1.4	1.3	1.3	1.5	1.4	0.6	0.6	0.5	0.5
Operating Leverage **48**	1.3	0.1	8.1	0.9	0.8	2.4	•	0.6	1.0	1.1
Financial Leverage **49**	1.1	1.0	1.0	1.1	1.1	1.0	0.6	1.3	0.9	1.1
Total Leverage **50**	1.5	0.1	8.3	1.0	0.9	2.5	•	0.7	0.9	1.1

BOOKS, GREETING CARDS, AND MISCELLANEOUS PUBLISHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12270	1367	7943	935	792	511	494	91	61	31	13	9	22
Revenues ($ in Thousands)														
Net Sales	2	29823441	237369	485786	355846	698686	416596	2073167	1174441	1624321	1587210	902586	1274052	18993381
Portfolio Income	3	787984	1077	3269	109	1008	538	24165	1901	13995	12849	11855	35247	681970
Other Revenues	4	1134014	20841	1583	310	13241	19917	68229	10664	15661	17176	17454	40258	908680
Total Revenues	5	31745439	259287	490638	356265	712935	437051	2165561	1187006	1653977	1617235	931895	1349557	20584031
Average Total Revenues	6	2587	190	62	381	900	855	4384	13044	27114	52169	71684	149951	935638
Operating Costs/Operating Income (%)														
Cost of Operations	7	38.0	61.7	36.3	41.6	27.0	45.0	48.7	36.3	52.1	55.4	42.8	43.9	33.6
Salaries and Wages	8	16.0	11.3	16.6	8.1	9.5	16.7	14.7	23.0	11.4	10.9	9.5	11.9	17.5
Taxes Paid	9	3.1	1.8	3.8	3.0	1.8	3.3	2.7	3.3	2.0	2.3	2.1	2.3	3.4
Interest Paid	10	4.4	2.4	1.0	1.6	0.3	3.0	0.9	3.1	2.3	1.4	3.0	1.8	5.8
Depreciation, Depletion, Amortization	11	5.6	2.2	2.3	3.0	1.2	2.4	1.5	3.2	4.0	3.2	4.0	4.1	7.2
Pensions and Other Benefits	12	2.6	2.1	2.2	0.9	2.7	2.3	1.9	2.7	1.6	2.4	2.7	1.9	2.9
Other	13	29.0	25.5	34.4	27.5	43.8	32.5	24.6	21.0	21.3	20.6	30.7	31.0	30.5
Officers Compensation	14	2.3	3.4	4.8	12.2	12.7	8.0	4.6	3.9	2.1	2.0	2.4	2.0	1.2
Operating Margin	15	•	•	•	2.3	1.0	•	0.4	3.6	3.2	1.8	3.0	1.3	•
Oper. Margin Before Officers Compensation	16	1.4	•	3.6	14.4	13.7	•	5.0	7.5	5.3	3.9	5.4	3.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	534	•	3	41	56	91	636	1449	4156	8818	14338	36403	223677
Inventories	18	297	•	4	54	54	156	328	696	3096	4679	9053	18179	117884
Net Property, Plant and Equipment	19	427	•	3	24	43	89	216	1796	2354	8053	12605	14869	188850
Total Assets	20	2851	•	16	176	301	671	2196	6554	14792	33431	69610	149947	1283571

Notes and Loans Payable **21**	817	•	19	56	54	224	482	3742	6572	9714	22110	37173	352640
All Other Liabilities **22**	989	•	7	53	94	253	747	2475	4959	12937	27175	44531	444324
Net Worth **23**	1046	•	-10	67	153	194	968	337	3261	10780	20325	68242	486607

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	3.4	1.8	1.5	1.9	1.8	1.8	1.5	1.2	1.7	1.5
Quick Ratio **25**	0.9	•	0.7	1.8	1.1	0.6	1.1	1.2	1.0	0.9	0.7	1.0	0.8
Net Sales to Working Capital **26**	6.2	•	25.2	4.3	10.7	6.3	6.2	7.9	6.7	7.9	12.0	4.1	5.9
Coverage Ratio **27**	2.3	0.6	0.8	2.5	10.3	•	6.3	2.5	3.2	3.6	3.0	5.3	2.1
Total Asset Turnover **28**	0.9	•	3.8	2.2	2.9	1.2	1.9	2.0	1.8	1.5	1.0	1.0	0.7
Inventory Turnover **29**	6.2	•	9.9	5.9	8.9	4.7	•	•	9.0	•	6.6	6.8	4.9
Receivables Turnover **30**	9.1	•	•	•	•	•	•	•	•	•	9.7	7.8	7.7
Total Liabilities to Net Worth **31**	1.7	•	•	1.6	1.0	2.5	1.3	18.5	3.5	2.1	2.4	1.2	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.3	•	•	62.0	49.1	71.2	56.0	94.9	78.0	67.8	70.8	54.5	62.1
Return on Assets **33**	8.5	•	2.8	8.5	9.8	•	10.9	15.2	13.4	7.8	9.0	8.8	8.2
Return on Equity **34**	8.7	•	3.2	10.6	17.2	•	17.3	•	33.8	10.2	13.0	11.0	7.4
Return Before Interest on Equity **35**	23.0	•	•	22.4	19.3	•	24.8	•	•	24.1	30.9	19.2	21.7
Profit Margin, Before Income Tax **36**	5.6	•	•	2.4	3.0	•	4.8	4.6	5.1	3.7	6.1	7.5	6.4
Profit Margin, After Income Tax **37**	3.8	•	•	1.9	3.0	•	4.0	4.3	4.1	2.2	3.8	5.3	4.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	37.9	38.3	39.2	42.0	38.9	39.3	41.3	39.5	36.9	38.0
Operating Margin (%) **39**	0.3	0.5	0.7	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.5	3.0	3.3	0.3	•	0.5	•	1.9	0.8	1.4
Average Net Receivables ($) **41**	769	786	740	803	871	1072	716	672	692	534
Average Inventories ($) **42**	423	340	341	341	343	373	345	309	307	297
Average Net Worth ($) **43**	1552	1272	1043	938	1523	1376	921	1088	1072	1046
Current Ratio (x1) **44**	1.6	1.6	1.5	1.5	1.0	1.1	1.2	1.2	1.1	1.5
Quick Ratio (x1) **45**	1.0	1.1	0.9	0.9	0.5	0.7	0.6	0.6	0.6	0.9
Coverage Ratio (x1) **46**	3.1	3.8	3.3	3.3	2.0	2.1	1.7	2.3	2.2	2.3
Asset Turnover (x1) **47**	1.0	1.0	0.9	0.8	0.6	0.7	0.7	0.8	0.8	0.9
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	2.1	2.8	2.6	2.5	3.6	2.2	2.5	1.7
Return on Assets (x1) **49**	10.5	12.3	9.9	11.3	8.4	8.1	7.4	7.9	8.0	8.5
Return on Equity (%) **50**	8.9	12.4	12.9	17.9	9.1	9.0	7.9	10.1	10.3	8.7

BOOKS, GREETING CARDS, AND MISCELLANEOUS PUBLISHING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5344	•	3153	578	492	290	360	74	54	23	9	•	16
Revenues ($ in Thousands)														
Net Sales	2	21871988	•	293838	228197	494484	306443	1935426	993076	1519781	1080852	703061	•	12832507
Portfolio Income	3	385923	•	119	109	631	317	20675	1837	11967	8975	11781	•	303542
Other Revenues	4	582961	•	-1	310	12951	21492	17979	4635	14729	14509	16794	•	422989
Total Revenues	5	22840872	•	293956	228616	508066	328252	1974080	999548	1546477	1104336	731636	•	13559038
Average Total Revenues	6	4274	•	93	396	1033	1132	5484	13507	28638	48015	81293	•	847440
Operating Costs/Operating Income (%)														
Cost of Operations	7	38.8	•	11.9	34.5	24.7	36.2	49.2	31.0	52.3	55.3	41.2	•	35.2
Salaries and Wages	8	16.2	•	20.9	9.8	8.0	16.9	14.1	24.2	11.1	12.2	8.9	•	18.0
Taxes Paid	9	3.2	•	3.8	2.2	2.0	2.8	2.7	3.2	2.0	2.7	2.5	•	3.7
Interest Paid	10	3.0	•	0.2	0.4	0.3	0.5	0.8	2.5	2.5	1.4	1.2	•	4.1
Depreciation, Depletion, Amortization	11	5.7	•	1.7	2.9	1.3	2.3	1.3	3.0	3.5	3.0	3.6	•	7.8
Pensions and Other Benefits	12	2.6	•	1.9	1.4	2.3	2.9	1.7	2.8	1.5	2.2	2.5	•	3.0
Other	13	23.6	•	39.5	26.2	45.5	29.2	20.6	21.5	21.1	14.1	31.9	•	23.0
Officers Compensation	14	2.2	•	6.3	14.3	9.2	10.3	3.9	4.4	2.0	2.4	2.5	•	1.0
Operating Margin	15	4.7	•	13.9	8.5	6.9	•	5.8	7.3	4.1	6.7	5.7	•	4.3
Oper. Margin Before Officers Compensation	16	6.9	•	20.2	22.8	16.0	9.3	9.6	11.7	6.1	9.1	8.2	•	5.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	932	•	0	15	66	84	638	1481	4293	9764	17209	•	228896
Inventories	18	532	•	1	46	40	196	411	415	3080	4511	9815	•	127184
Net Property, Plant and Equipment	19	666	•	3	17	33	70	282	1658	2595	7512	15061	•	168917
Total Assets	20	4180	•	14	156	298	655	2104	6416	14882	33393	71544	•	1079045

Notes and Loans Payable **21**	1011	•	4	5	23	67	463	3181	7384	8286	8686	•	252010
All Other Liabilities **22**	1538	•	2	65	70	266	784	2671	5114	13455	30360	•	395727
Net Worth **23**	1631	•	8	87	205	322	857	564	2383	11652	32498	•	431307

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	3.6	3.5	2.8	1.7	1.6	1.8	1.7	1.6	2.0	•	1.5
Quick Ratio **25**	1.0	•	3.0	1.7	2.0	0.6	1.0	1.4	1.0	1.0	1.2	•	0.9
Net Sales to Working Capital **26**	5.7	•	24.6	5.0	7.8	5.4	9.6	8.0	7.3	6.4	3.5	•	5.2
Coverage Ratio **27**	4.1	•	•	•	•	14.4	10.4	4.2	3.4	7.2	9.0	•	3.5
Total Asset Turnover **28**	1.0	•	6.6	2.5	3.4	1.6	2.6	2.1	1.9	1.4	1.1	•	0.8
Inventory Turnover **29**	6.0	•	•	5.9	•	3.9	•	•	9.6	•	6.6	•	4.4
Receivables Turnover **30**	8.8	•	•	•	•	•	•	•	•	9.6	9.1	•	7.0
Total Liabilities to Net Worth **31**	1.6	•	0.8	0.8	0.5	1.0	1.5	10.4	5.3	1.9	1.2	•	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.0	•	43.3	44.5	31.2	50.9	59.3	91.2	84.0	65.1	54.6	•	60.0
Return on Assets **33**	11.9	•	•	22.7	33.4	10.5	21.9	21.9	15.8	14.5	11.8	•	10.5
Return on Equity **34**	16.9	•	•	35.5	•	19.4	•	•	•	26.7	16.0	•	12.4
Return Before Interest on Equity **35**	30.6	•	•	•	•	21.4	•	•	•	•	25.9	•	26.1
Profit Margin, Before Income Tax **36**	9.2	•	14.0	8.6	9.6	6.1	7.8	8.0	5.9	8.9	9.6	•	10.0
Profit Margin, After Income Tax **37**	6.7	•	13.6	7.8	9.6	5.9	6.9	7.6	4.8	6.6	6.7	•	6.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	36.6	35.8	37.1	41.6	37.0	36.7	39.2	40.5	34.8	38.8
Operating Margin (%) **39**	1.3	3.0	2.6	3.1	1.7	3.6	4.8	3.2	1.6	4.7
Oper. Margin Before Officers Comp. (%) **40**	3.5	5.5	5.0	5.6	4.2	6.2	7.6	5.7	4.1	6.9
Average Net Receivables ($) **41**	2294	1622	1495	1359	1417	1716	976	1064	1273	932
Average Inventories ($) **42**	1252	644	634	653	508	588	491	459	549	532
Average Net Worth ($) **43**	5040	2724	2232	2586	2197	2750	1872	1964	2239	1631
Current Ratio (x1) **44**	1.6	1.6	1.5	1.6	1.3	1.4	1.7	1.5	1.3	1.6
Quick Ratio (x1) **45**	1.0	1.1	1.0	1.0	0.9	0.9	1.0	0.9	0.8	1.0
Coverage Ratio (x1) **46**	3.6	5.5	4.1	7.6	3.7	4.7	3.9	4.2	3.2	4.1
Asset Turnover (x1) **47**	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9	0.8	1.0
Operating Leverage **48**	0.5	2.2	0.9	1.2	0.6	2.1	1.3	0.7	0.5	2.9
Financial Leverage **49**	0.8	1.2	1.0	1.2	0.9	1.1	1.0	1.1	0.9	1.1
Total Leverage **50**	0.4	2.7	0.8	1.5	0.5	2.3	1.3	0.7	0.5	3.1

COMMERCIAL AND OTHER PRINTING AND PRINTING TRADE SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	30210	524	15512	4571	3431	2435	2869	535	215	50	29	17	23
Revenues ($ in Thousands)														
Net Sales	2	69675842	666781	3294565	2899969	3489360	3878759	13719402	7369055	6242045	2783982	3017163	3427205	18887557
Portfolio Income	3	422206	15058	34160	5506	5301	10834	48117	23513	22095	14639	13088	38586	191306
Other Revenues	4	521922	1399	2732	3201	5316	14938	89438	40675	67026	17734	46353	17131	215980
Total Revenues	5	70619970	683238	3331457	2908676	3499977	3904531	13856957	7433243	6331166	2816355	3076604	3482922	19294843
Average Total Revenues	6	2338	1304	215	636	1020	1604	4830	13894	29447	56327	106090	204878	838906
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.5	71.9	45.9	51.6	50.4	56.2	62.6	68.4	68.8	66.1	73.6	66.0	62.9
Salaries and Wages	8	8.6	7.7	11.2	11.5	13.0	10.0	9.0	7.2	7.7	6.5	6.4	6.5	8.4
Taxes Paid	9	2.9	2.8	3.6	3.5	3.2	3.7	3.2	2.7	2.4	2.1	2.0	2.0	2.9
Interest Paid	10	1.9	1.5	0.7	0.7	1.4	1.8	1.6	1.7	1.5	2.0	2.2	2.9	2.7
Depreciation, Depletion, Amortization	11	4.3	4.2	1.4	3.5	4.4	4.3	4.2	4.1	3.3	4.6	3.9	4.0	5.5
Pensions and Other Benefits	12	2.5	1.0	0.5	1.4	1.6	1.5	2.2	2.1	1.8	2.1	1.6	2.6	4.4
Other	13	10.7	11.0	23.1	16.6	17.1	13.8	9.7	8.0	8.6	9.9	5.8	13.6	8.6
Officers Compensation	14	3.9	5.5	11.9	8.2	8.6	7.4	6.0	3.4	2.4	2.0	1.0	1.1	0.7
Operating Margin	15	2.7	•	1.8	3.0	0.4	1.3	1.6	2.6	3.9	4.8	3.7	1.3	4.1
Oper. Margin Before Officers Compensation	16	6.6	•	13.6	11.2	9.0	8.7	7.6	5.9	6.3	6.8	4.7	2.4	4.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	356	•	10	48	104	199	647	1928	4853	8822	16348	30283	181520
Inventories	18	130	•	4	10	18	62	226	938	2140	4260	8763	14030	56622
Net Property, Plant and Equipment	19	519	•	11	47	131	290	945	2998	5298	14941	26801	44519	278266
Total Assets	20	1434	•	33	168	356	723	2293	7106	15420	36363	69950	147401	826222

Notes and Loans Payable **21**	529	•	29	50	161	324	955	3015	5947	14654	29781	78632	234086
All Other Liabilities **22**	408	•	11	43	93	137	499	1775	4223	9893	17778	47069	269365
Net Worth **23**	497	•	-7	74	101	262	840	2317	5249	11816	22391	21700	322770

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.6	1.9	1.6	1.9	1.6	1.4	1.5	1.4	1.6	1.3	1.4
Quick Ratio **25**	1.0	•	1.2	1.6	1.3	1.4	1.2	0.9	1.0	0.9	1.0	0.9	0.9
Net Sales to Working Capital **26**	11.3	•	31.0	13.6	16.0	9.3	10.9	14.3	9.8	12.4	9.4	16.4	9.3
Coverage Ratio **27**	3.1	•	5.3	6.0	1.5	2.1	2.6	3.1	4.7	4.0	3.6	2.0	3.4
Total Asset Turnover **28**	1.6	•	6.4	3.8	2.9	2.2	2.1	1.9	1.9	1.5	1.5	1.4	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.1
Total Liabilities to Net Worth **31**	1.9	•	•	1.3	2.5	1.8	1.7	2.1	1.9	2.1	2.1	5.8	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.3	•	•	55.9	71.5	63.8	63.4	67.4	66.0	67.5	68.0	85.3	60.9
Return on Assets **33**	9.6	•	22.7	15.0	5.9	8.4	8.7	9.8	12.7	12.3	11.8	8.0	8.8
Return on Equity **34**	14.2	•	•	26.5	5.6	9.5	12.2	17.1	25.2	22.3	18.6	16.8	10.6
Return Before Interest on Equity **35**	27.5	•	•	33.9	20.7	23.1	23.7	30.2	•	•	•	•	22.5
Profit Margin, Before Income Tax **36**	4.0	•	2.9	3.3	0.7	2.0	2.6	3.4	5.3	6.0	5.7	2.9	6.2
Profit Margin, After Income Tax **37**	3.1	•	2.8	3.1	0.6	1.6	2.2	2.9	4.6	4.7	4.0	1.8	4.2

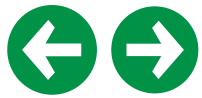
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.6	62.2	64.1	64.6	63.9	61.9	62.5	62.5	62.0	62.5
Operating Margin (%) **39**	1.2	0.8	0.5	1.1	0.6	0.4	0.9	2.1	2.0	2.7
Oper. Margin Before Officers Comp. (%) **40**	5.2	5.1	4.4	4.9	4.6	4.5	4.9	6.3	6.0	6.6
Average Net Receivables ($) **41**	228	242	254	313	295	306	297	299	336	356
Average Inventories ($) **42**	100	108	119	132	123	121	116	113	113	130
Average Net Worth ($) **43**	331	357	363	551	435	470	453	430	461	497
Current Ratio (x1) **44**	1.7	1.6	1.5	1.5	1.7	1.5	1.5	1.5	1.4	1.5
Quick Ratio (x1) **45**	1.2	1.1	1.0	1.0	1.2	1.1	1.1	1.0	1.0	1.0
Coverage Ratio (x1) **46**	2.5	2.3	2.1	2.5	2.2	1.9	2.1	2.7	2.8	3.1
Asset Turnover (x1) **47**	1.8	1.7	1.7	1.5	1.7	1.4	1.6	1.7	1.6	1.6
Total Liabilities/Net Worth (x1) **48**	1.7	1.7	1.9	1.5	1.8	2.1	1.9	1.9	1.9	1.9
Return on Assets (x1) **49**	9.7	9.5	8.3	9.1	9.9	8.3	8.9	9.6	9.0	9.6
Return on Equity (%) **50**	8.4	7.5	7.7	9.4	10.4	8.1	9.2	12.4	12.2	14.2

COMMERCIAL AND OTHER PRINTING AND PRINTING TRADE SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	20835	•	10363	3431	2137	1891	2124	421	188	•	•	12	20
Revenues ($ in Thousands)														
Net Sales	2	58134728	•	2083753	2300066	2236469	2905438	10891559	6079117	5660639	•	•	2565990	17825499
Portfolio Income	3	369754	•	32404	4697	3470	10405	41083	21474	19261	•	•	35048	175821
Other Revenues	4	481373	•	1186	2958	4239	12936	70768	30701	62766	•	•	14094	221542
Total Revenues	5	58985855	•	2117343	2307721	2244178	2928779	11003410	6131292	5742666	•	•	2615132	18222862
Average Total Revenues	6	2831	•	204	673	1050	1549	5181	14564	30546	•	•	217928	911143
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.3	•	38.8	50.2	49.6	54.5	62.8	67.1	68.1	•	•	67.6	62.7
Salaries and Wages	8	8.1	•	13.4	9.8	12.2	9.6	7.9	7.0	7.2	•	•	6.1	8.3
Taxes Paid	9	2.8	•	3.8	3.4	3.2	3.7	3.0	2.8	2.4	•	•	1.6	2.9
Interest Paid	10	1.8	•	0.6	0.7	1.4	1.8	1.5	1.5	1.4	•	•	2.8	2.3
Depreciation, Depletion, Amortization	11	4.3	•	1.4	3.3	4.4	4.3	3.9	3.9	3.3	•	•	3.4	5.6
Pensions and Other Benefits	12	2.7	•	0.6	1.2	1.8	1.5	2.2	2.0	1.7	•	•	2.4	4.5
Other	13	10.1	•	23.8	17.5	15.1	14.0	9.2	7.9	8.6	•	•	11.9	8.5
Officers Compensation	14	3.7	•	11.8	7.7	9.4	7.4	6.2	3.5	2.5	•	•	1.2	0.7
Operating Margin	15	4.4	•	6.0	6.2	2.9	3.2	3.4	4.4	4.8	•	•	3.0	4.6
Oper. Margin Before Officers Compensation	16	8.0	•	17.8	14.0	12.3	10.6	9.6	7.9	7.3	•	•	4.2	5.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	445	•	11	52	111	193	673	1937	4986	•	•	32002	200243
Inventories	18	163	•	4	11	15	53	251	965	2225	•	•	14705	62292
Net Property, Plant and Equipment	19	646	•	11	48	126	288	979	2888	5434	•	•	48409	308040
Total Assets	20	1773	•	35	171	372	733	2390	7078	15637	•	•	150963	885439



Notes and Loans Payable **21**	588	•	24	43	143	311	895	2743	5835	•	•	83446	225178
All Other Liabilities **22**	517	•	8	44	93	124	546	1741	4033	•	•	53463	296050
Net Worth **23**	668	•	2	84	137	298	948	2594	5770	•	•	14054	364212

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	2.2	2.2	1.6	2.0	1.7	1.4	1.6	•	•	1.2	1.4
Quick Ratio **25**	1.0	•	1.7	1.8	1.4	1.6	1.2	0.9	1.1	•	•	0.9	0.9
Net Sales to Working Capital **26**	10.5	•	16.3	12.0	13.6	8.3	10.0	14.1	9.5	•	•	16.8	9.4
Coverage Ratio **27**	4.3	•	13.6	10.4	3.3	3.2	4.0	4.5	5.4	•	•	2.7	4.0
Total Asset Turnover **28**	1.6	•	5.7	3.9	2.8	2.1	2.2	2.1	1.9	•	•	1.4	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.9
Total Liabilities to Net Worth **31**	1.7	•	13.3	1.0	1.7	1.5	1.5	1.7	1.7	•	•	9.8	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.4	•	93.0	50.9	63.2	59.4	60.3	63.4	63.1	•	•	90.7	58.9
Return on Assets **33**	11.9	•	•	28.4	13.2	12.2	12.6	13.7	14.8	•	•	10.8	9.1
Return on Equity **34**	19.5	•	•	•	23.3	17.8	21.1	25.3	28.4	•	•	•	11.5
Return Before Interest on Equity **35**	31.7	•	•	•	•	30.0	31.8	•	•	•	•	•	22.2
Profit Margin, Before Income Tax **36**	5.8	•	7.6	6.6	3.3	4.0	4.4	5.2	6.3	•	•	4.8	6.8
Profit Margin, After Income Tax **37**	4.7	•	7.5	6.3	3.1	3.5	3.9	4.6	5.5	•	•	3.4	4.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	61.3	60.8	62.9	63.2	63.1	61.1	62.0	62.2	61.7	62.3
Operating Margin (%) **39**	3.8	3.7	3.6	3.9	3.5	4.1	3.8	4.6	4.0	4.4
Oper. Margin Before Officers Comp. (%) **40**	7.8	7.8	7.6	7.7	7.2	8.3	7.6	8.7	7.8	8.0
Average Net Receivables ($) **41**	263	334	297	363	351	417	354	381	458	445
Average Inventories ($) **42**	112	145	143	150	148	174	148	146	152	163
Average Net Worth ($) **43**	441	574	521	633	618	735	619	641	681	668
Current Ratio (×1) **44**	2.0	1.8	1.7	1.8	1.9	1.8	1.8	1.6	1.4	1.5
Quick Ratio (×1) **45**	1.4	1.3	1.2	1.2	1.3	1.3	1.2	1.1	1.0	1.0
Coverage Ratio (×1) **46**	4.4	3.9	4.3	4.5	3.7	4.0	3.7	4.5	4.2	4.3
Asset Turnover (×1) **47**	1.9	1.8	1.7	1.8	1.8	1.7	1.7	1.7	1.5	1.6
Operating Leverage **48**	1.1	1.0	1.0	1.1	0.9	1.2	0.9	1.2	0.9	1.1
Financial Leverage **49**	1.0	1.0	1.2	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	1.1	0.9	1.1	1.2	0.8	1.2	0.9	1.3	0.9	1.2

INDUSTRIAL CHEMICALS, PLASTICS MATERIALS AND SYNTHETICS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4315	44	1054	486	302	683	1113	209	156	94	44	46	85
Revenues ($ in Thousands)														
Net Sales	2	181606224	224501	180772	400040	165528	1016373	5063666	2693359	3947242	4414481	4271867	7792684	151435710
Portfolio Income	3	7006375	10707	•	209	211	819	13221	6245	8488	17830	54133	189204	6705310
Other Revenues	4	6216860	4612	2	499	•	22956	47044	27478	18399	60295	74120	95445	5866010
Total Revenues	5	194829459	239820	180774	400748	165739	1040148	5123931	2727082	3974129	4492606	4400120	8077333	164007030
Average Total Revenues	6	45152	5450	172	825	549	1523	4604	13048	25475	47794	100003	175594	1929494
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.0	73.7	46.5	70.0	52.8	63.0	64.6	71.1	69.2	69.6	71.1	70.2	65.5
Salaries and Wages	8	6.1	1.9	4.1	3.1	11.4	11.7	6.8	6.6	5.8	6.6	6.5	5.5	6.1
Taxes Paid	9	2.3	1.6	2.0	3.2	3.2	2.7	2.5	1.6	1.8	1.6	1.9	1.7	2.4
Interest Paid	10	4.0	1.9	0.1	2.9	1.4	1.1	1.4	1.4	1.2	1.9	1.1	2.7	4.4
Depreciation, Depletion, Amortization	11	5.4	8.8	0.4	2.2	5.0	3.0	2.7	2.8	3.2	4.1	3.6	6.8	5.6
Pensions and Other Benefits	12	2.8	1.0	0.6	1.5	•	1.6	1.7	1.3	1.4	2.2	1.6	2.4	2.9
Other	13	14.7	16.2	25.5	15.0	16.7	13.3	12.8	10.6	9.3	9.4	10.8	7.9	15.6
Officers Compensation	14	0.7	•	12.6	6.5	6.9	7.2	4.8	3.1	2.6	2.1	1.2	1.0	0.3
Operating Margin	15	•	•	8.2	•	2.6	•	2.9	1.7	5.6	2.6	2.4	1.9	•
Oper. Margin Before Officers Compensation	16	•	•	20.8	2.1	9.4	3.7	7.7	4.8	8.2	4.7	3.5	2.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10795	•	1	72	68	174	649	1760	4671	7660	14182	27526	493805
Inventories	18	4218	•	8	33	34	116	364	1506	2822	5772	11119	23093	174503
Net Property, Plant and Equipment	19	16739	•	2	55	131	255	544	2041	5010	13830	24364	68103	760815
Total Assets	20	64350	•	35	191	321	713	2041	6689	15895	35133	69440	171582	3018312

Notes and Loans Payable **21**	19259	•	38	162	189	288	793	2125	4168	11335	19400	53173	898655
All Other Liabilities **22**	20948	•	6	226	95	204	669	1917	3902	8500	18957	38879	999189
Net Worth **23**	24144	•	-9	-196	37	221	579	2647	7824	15299	31083	79530	1120467

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	2.8	0.5	1.4	1.6	1.8	1.7	1.9	1.6	1.8	1.9	1.2
Quick Ratio **25**	0.9	•	1.6	0.3	1.1	1.1	1.2	1.0	1.2	1.0	1.0	1.0	0.9
Net Sales to Working Capital **26**	11.9	•	14.3	•	12.6	9.9	8.2	7.6	6.2	7.6	6.7	5.3	13.9
Coverage Ratio **27**	2.6	2.0	•	•	2.9	•	4.0	3.2	6.2	3.3	6.1	3.1	2.5
Total Asset Turnover **28**	0.7	•	4.9	4.3	1.7	2.1	2.2	1.9	1.6	1.3	1.4	1.0	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	7.8	•	•	•	•	•	•	•	•	•	•	•	7.2
Total Liabilities to Net Worth **31**	1.7	•	•	•	7.6	2.2	2.5	1.5	1.0	1.3	1.2	1.2	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.5	•	•	•	88.4	69.0	71.7	60.4	50.8	56.5	55.2	53.7	62.9
Return on Assets **33**	6.8	•	•	•	7.0	•	12.1	8.2	11.9	8.3	9.6	8.4	6.6
Return on Equity **34**	7.3	•	•	18.1	39.6	•	24.5	11.6	17.0	9.7	12.0	7.9	6.9
Return Before Interest on Equity **35**	18.0	•	•	5.7	•	•	•	20.8	24.1	19.0	21.4	18.0	17.7
Profit Margin, Before Income Tax **36**	6.4	1.8	8.2	•	2.7	•	4.1	2.9	6.3	4.3	5.7	5.8	6.7
Profit Margin, After Income Tax **37**	4.2	0.4	8.1	•	2.7	•	3.1	2.4	5.3	3.2	3.8	3.7	4.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.9	63.8	64.8	65.0	65.2	67.3	66.5	67.0	67.5	66.0
Operating Margin (%) **39**	•	•	•	1.1	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	1.8	•	•	•	•	•	•
Average Net Receivables ($) **41**	4999	4610	5452	6275	7649	7050	9291	8935	9821	10795
Average Inventories ($) **42**	3228	2954	3349	3879	4598	3771	4927	4305	4160	4218
Average Net Worth ($) **43**	14969	11717	16820	18417	21833	18284	27018	23298	23693	24144
Current Ratio (x1) **44**	1.3	1.3	1.6	1.5	1.4	1.4	1.2	1.2	1.2	1.3
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.9
Coverage Ratio (x1) **46**	2.6	2.6	3.8	4.0	3.0	2.4	2.0	1.9	2.1	2.6
Asset Turnover (x1) **47**	0.9	1.0	0.8	0.8	0.8	0.7	0.7	0.7	0.6	0.7
Total Liabilities/Net Worth (x1) **48**	1.2	1.5	1.2	1.3	1.4	1.5	1.4	1.6	1.7	1.7
Return on Assets (x1) **49**	7.9	9.3	9.8	10.4	9.3	7.7	6.3	5.3	5.3	6.8
Return on Equity (%) **50**	5.8	8.5	9.9	11.9	9.9	7.0	4.5	4.1	4.6	7.3

INDUSTRIAL CHEMICALS, PLASTICS MATERIALS AND SYNTHETICS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2799	34	672	299	168	326	782	178	136	73	31	35	64
Revenues ($ in Thousands)														
Net Sales	2	161714093	210369	97300	269476	94633	609268	4184885	2429703	3627554	3753305	3436532	6529559	136471509
Portfolio Income	3	6484130	10707	•	209	211	430	8412	2051	6706	12679	44626	171539	6226563
Other Revenues	4	5832405	4611	2	•	•	21619	45636	22823	18163	44837	62006	78642	5534063
Total Revenues	5	174030628	225687	97302	269685	94844	631317	4238933	2454577	3652423	3810821	3543164	6779740	148232135
Average Total Revenues	6	62176	6638	145	902	565	1937	5421	13790	26856	52203	114296	193707	2316127
Operating Costs/Operating Income (%)														
Cost of Operations	7	64.8	69.2	45.5	66.9	53.9	65.7	61.9	70.6	68.3	68.3	69.3	69.8	64.3
Salaries and Wages	8	6.3	2.0	7.6	4.2	•	7.1	7.0	6.2	5.7	6.2	6.9	5.5	6.4
Taxes Paid	9	2.5	1.7	1.8	2.8	1.7	2.3	2.3	1.6	1.8	1.6	1.9	1.8	2.6
Interest Paid	10	3.8	2.0	0.3	0.4	0.5	0.7	1.2	1.4	1.1	1.8	0.9	2.0	4.2
Depreciation, Depletion, Amortization	11	5.4	7.9	•	2.8	2.4	2.1	2.7	2.3	3.0	3.7	2.9	5.1	5.7
Pensions and Other Benefits	12	2.8	1.1	1.1	1.8	•	1.7	1.7	1.3	1.4	2.1	1.6	2.2	3.0
Other	13	14.7	13.4	16.7	13.5	7.9	9.6	13.1	9.3	8.9	8.9	10.1	8.4	15.6
Officers Compensation	14	0.7	•	9.0	7.3	6.7	7.9	5.3	3.3	2.7	2.2	1.1	1.0	0.3
Operating Margin	15	•	2.7	18.1	0.5	26.9	3.1	4.9	4.1	7.2	5.3	5.4	4.3	•
Oper. Margin Before Officers Compensation	16	•	2.8	27.1	7.7	33.6	11.0	10.2	7.4	9.9	7.5	6.5	5.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	15677	•	2	90	59	237	687	1767	4940	7981	17083	30077	626204
Inventories	18	5725	•	11	9	30	125	361	1529	2838	6373	12523	24319	208192
Net Property, Plant and Equipment	19	21906	•	0	78	85	172	626	2037	4964	14236	23008	58782	873178
Total Assets	20	87925	•	36	195	284	711	2268	6783	15985	35776	69822	169348	3591904

Notes and Loans Payable **21**	24328	•	21	72	26	139	692	2237	4004	11203	13306	44105	996106
All Other Liabilities **22**	29286	•	3	69	33	167	762	1852	3840	8620	19082	38910	1216520
Net Worth **23**	34312	•	12	54	226	405	815	2694	8141	15953	37435	86333	1379278

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	5.7	1.6	6.1	2.4	1.9	1.8	2.0	1.6	2.1	2.3	1.3
Quick Ratio **25**	0.9	•	3.3	1.4	5.1	1.7	1.3	1.0	1.3	1.0	1.2	1.2	0.9
Net Sales to Working Capital **26**	9.5	•	6.6	20.4	3.4	7.2	8.5	7.8	5.9	7.7	5.8	4.5	10.5
Coverage Ratio **27**	3.1	6.0	•	2.3	•	11.3	6.2	4.8	8.2	4.8	10.9	5.3	2.9
Total Asset Turnover **28**	0.7	•	4.0	4.6	2.0	2.6	2.4	2.0	1.7	1.4	1.6	1.1	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	7.4	•	•	•	•	•	•	•	•	•	•	•	6.8
Total Liabilities to Net Worth **31**	1.6	•	1.9	2.6	0.3	0.8	1.8	1.5	1.0	1.3	0.9	1.0	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.0	•	65.7	72.3	20.4	43.0	64.1	60.3	49.1	55.4	46.4	49.0	61.6
Return on Assets **33**	7.7	•	•	4.3	•	19.4	17.3	13.1	15.0	12.4	15.6	11.4	7.2
Return on Equity **34**	9.2	•	•	7.4	•	28.3	32.9	23.0	22.3	17.6	19.6	12.9	8.3
Return Before Interest on Equity **35**	19.6	•	•	15.3	•	34.1	•	33.0	29.5	27.7	29.0	22.4	18.8
Profit Margin, Before Income Tax **36**	7.9	10.0	18.1	0.5	27.1	6.8	6.1	5.1	7.9	6.8	8.9	8.4	8.0
Profit Margin, After Income Tax **37**	5.5	8.5	17.9	0.5	27.1	6.1	5.0	4.6	6.8	5.5	6.6	6.0	5.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.8	63.4	64.2	64.5	64.3	66.5	65.6	65.7	65.0	64.8
Operating Margin (%) **39**	•	•	0.3	1.8	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.8	2.4	0.2	•	•	•	•	•
Average Net Receivables ($) **41**	6806	6950	9826	8736	15196	11904	16463	11421	18230	15677
Average Inventories ($) **42**	4515	4617	5915	5275	8991	6090	7817	5355	6948	5725
Average Net Worth ($) **43**	22307	19649	31667	26527	44876	32212	49440	30206	43880	34312
Current Ratio (×1) **44**	1.3	1.3	1.6	1.5	1.5	1.5	1.3	1.3	1.3	1.3
Quick Ratio (×1) **45**	0.8	0.8	0.9	0.8	0.8	0.8	0.9	0.9	0.9	0.9
Coverage Ratio (×1) **46**	3.2	3.1	4.2	4.5	3.6	3.0	2.7	2.7	2.8	3.1
Asset Turnover (×1) **47**	1.0	1.0	0.8	0.8	0.8	0.7	0.7	0.7	0.6	0.7
Operating Leverage **48**	3.3	1.2	•	6.3	•	5.9	2.0	0.8	1.0	0.3
Financial Leverage **49**	1.1	1.1	1.2	1.1	0.9	0.9	1.0	1.0	1.0	1.1
Total Leverage **50**	3.5	1.3	•	6.8	•	5.3	2.0	0.8	1.0	0.3

DRUGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1354	16	237	•	143	266	345	63	93	47	39	38	66
Revenues ($ in Thousands)														
Net Sales	2	133351365	2126412	2596	•	202684	369455	1092850	396005	1369594	1190509	1650246	5890037	119060976
Portfolio Income	3	7944578	112880	1	•	23	65	4527	8986	39940	33797	50191	117213	7576953
Other Revenues	4	8036776	283204	•	•	235	1048	32526	24468	18594	30255	70490	112715	7463245
Total Revenues	5	149332719	2522496	2597	•	202942	370568	1129903	429459	1428128	1254561	1770927	6119965	134101174
Average Total Revenues	6	110290	157656	11	•	1419	1393	3275	6817	15356	26693	45408	161052	2031836
Operating Costs/Operating Income (%)														
Cost of Operations	7	45.7	25.5	•	•	51.2	52.9	59.5	64.3	61.5	45.4	54.8	36.7	46.0
Salaries and Wages	8	11.6	14.1	•	•	8.5	10.4	9.9	15.8	11.2	15.5	11.4	5.8	11.8
Taxes Paid	9	2.1	2.9	2.5	•	3.3	3.1	2.9	2.6	2.1	2.9	2.2	1.4	2.1
Interest Paid	10	2.9	2.4	•	•	2.2	1.7	1.4	0.5	1.4	1.0	1.8	2.3	3.0
Depreciation, Depletion, Amortization	11	3.9	8.7	•	•	2.2	1.9	3.6	•	3.4	4.8	4.6	2.3	3.9
Pensions and Other Benefits	12	2.6	2.0	•	•	1.7	2.0	1.6	2.4	1.8	3.4	2.2	1.3	2.7
Other	13	26.8	40.2	•	•	20.0	19.7	24.1	43.5	26.0	32.2	27.2	29.5	26.4
Officers Compensation	14	0.7	1.6	•	•	4.1	12.8	5.7	7.1	3.8	3.7	3.0	0.7	0.4
Operating Margin	15	3.8	2.6	•	•	6.9	•	•	•	•	•	•	20.3	3.7
Oper. Margin Before Officers Compensation	16	4.4	4.2	•	•	11.0	8.3	•	•	•	•	•	21.0	4.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	36575	•	9	•	152	209	489	807	2015	6240	9229	23546	719512
Inventories	18	11921	•	5	•	87	170	692	807	1903	5006	7627	21714	216024
Net Property, Plant and Equipment	19	29988	•	•	•	55	200	496	1856	3583	7484	13349	38691	569378
Total Assets	20	180483	•	29	•	346	653	2432	6766	14771	36881	70448	158215	3500173

Notes and Loans Payable **21**	42360	•	25	•	219	455	909	352	3284	3516	11188	25353	833205
All Other Liabilities **22**	64154	•	12	•	135	268	584	1632	2677	6557	12517	38271	1272234
Net Worth **23**	73968	•	-8	•	-7	-70	939	4781	8810	26809	46743	94591	1394734

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	2.3	•	2.1	1.3	2.7	2.6	3.0	3.3	2.5	2.5	1.0
Quick Ratio **25**	0.7	•	1.9	•	1.4	0.7	1.3	1.5	1.8	2.0	1.6	1.5	0.6
Net Sales to Working Capital **26**	•	•	0.7	•	9.4	15.8	3.2	2.3	2.4	1.7	2.1	3.3	•
Coverage Ratio **27**	7.4	9.7	•	•	4.2	•	•	•	•	•	1.0	11.7	7.5
Total Asset Turnover **28**	0.6	•	0.4	•	4.1	2.1	1.3	0.9	1.0	0.7	0.6	1.0	0.5
Inventory Turnover **29**	7.6	•	5.1	•	•	8.6	5.5	•	9.5	4.6	6.1	5.2	7.7
Receivables Turnover **30**	5.4	•	2.4	•	•	•	•	•	•	8.1	9.2	•	5.0
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	•	1.6	0.4	0.7	0.4	0.5	0.7	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.0	•	•	•	•	•	61.4	29.3	40.4	27.3	33.7	40.2	60.2
Return on Assets **33**	11.5	•	•	•	37.8	•	•	•	•	•	1.1	25.9	11.4
Return on Equity **34**	15.6	•	•	•	•	•	•	•	•	•	•	23.8	16.2
Return Before Interest on Equity **35**	28.1	•	•	•	•	•	•	•	•	•	1.7	•	28.6
Profit Margin, Before Income Tax **36**	18.2	20.6	•	•	7.1	•	•	•	•	•	•	24.2	19.1
Profit Margin, After Income Tax **37**	11.7	12.0	•	•	6.8	•	•	•	•	•	•	14.6	12.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.3	45.3	44.2	43.8	44.9	44.5	44.2	41.6	43.3	45.7
Operating Margin (%) **39**	2.4	2.4	4.5	5.2	6.0	5.2	5.8	5.1	3.9	3.8
Oper. Margin Before Officers Comp. (%) **40**	3.3	3.1	5.2	6.1	6.7	6.0	6.5	5.8	4.6	4.4
Average Net Receivables ($) **41**	10157	12625	14015	18851	18707	15928	21522	23524	31349	36575
Average Inventories ($) **42**	6481	8222	8029	8920	8711	7125	8719	8935	12252	11921
Average Net Worth ($) **43**	32494	46630	38204	47270	50778	40125	51993	50194	69991	73968
Current Ratio (×1) **44**	1.5	1.4	1.4	1.3	1.1	1.2	1.4	1.4	1.3	1.0
Quick Ratio (×1) **45**	0.9	0.8	0.8	0.9	0.7	0.7	0.9	0.9	0.8	0.7
Coverage Ratio (×1) **46**	5.2	6.7	7.2	6.5	6.8	6.6	6.4	7.3	7.4	7.4
Asset Turnover (×1) **47**	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.6	0.6
Total Liabilities/Net Worth (×1) **48**	0.9	0.9	1.1	1.0	1.0	1.1	1.0	1.2	1.2	1.5
Return on Assets (×1) **49**	11.9	14.0	14.2	14.3	13.4	14.9	14.9	14.2	12.3	11.5
Return on Equity (%) **50**	9.3	12.7	15.1	15.9	14.7	17.6	16.9	17.4	15.2	15.6

DRUGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	784	•	•	•	143	134	277	28	50	25	21	29	62
Revenues ($ in Thousands)														
Net Sales	2	128658922	•	•	•	202684	201598	880971	377546	1158678	1037504	1294981	4949939	116910711
Portfolio Income	3	7786474	•	•	•	23	•	2150	473	16290	12149	20605	98735	7536376
Other Revenues	4	7313955	•	•	•	235	-637	29550	13393	7299	8682	17025	58018	7090690
Total Revenues	5	143759351	•	•	•	202942	200961	912671	391412	1182267	1058335	1332611	5106692	131537777
Average Total Revenues	6	183367	•	•	•	1419	1500	3295	13979	23645	42333	63458	176093	2121577
Operating Costs/Operating Income (%)														
Cost of Operations	7	45.5	•	•	•	51.2	53.5	55.1	65.2	67.1	44.2	51.7	33.2	46.0
Salaries and Wages	8	11.2	•	•	•	8.5	0.9	8.5	7.4	4.5	10.0	5.6	3.3	11.7
Taxes Paid	9	2.1	•	•	•	3.3	3.1	2.8	1.6	1.2	2.3	1.5	1.1	2.1
Interest Paid	10	2.8	•	•	•	2.2	0.4	1.2	0.1	1.2	0.8	1.8	1.3	3.0
Depreciation, Depletion, Amortization	11	3.8	•	•	•	2.2	0.9	2.3	2.9	2.5	3.3	3.6	1.5	3.9
Pensions and Other Benefits	12	2.6	•	•	•	1.7	2.5	1.5	1.4	1.3	2.6	1.6	0.8	2.7
Other	13	25.9	•	•	•	20.0	5.6	15.0	15.1	11.7	19.9	20.4	27.8	26.1
Officers Compensation	14	0.6	•	•	•	4.1	21.4	6.1	1.8	2.0	2.3	1.3	0.6	0.4
Operating Margin	15	5.6	•	•	•	6.9	11.8	7.6	4.6	8.6	14.6	12.5	30.4	4.2
Oper. Margin Before Officers Compensation	16	6.2	•	•	•	11.0	33.2	13.7	6.4	10.6	16.9	13.8	31.0	4.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	62057	•	•	•	152	158	486	1646	3142	7278	14476	24934	759077
Inventories	18	19535	•	•	•	87	153	669	1294	2810	7865	11034	22242	223335
Net Property, Plant and Equipment	19	49522	•	•	•	55	242	454	2994	3811	7594	14332	35811	594441
Total Assets	20	302108	•	•	•	346	624	2323	7183	14305	37243	72334	162992	3677133

Notes and Loans Payable **21**	70571	•	•	•	219	206	451	274	3430	4583	14495	25486	867847
All Other Liabilities **22**	107688	•	•	•	135	149	433	1660	2777	7121	15929	24259	1336563
Net Worth **23**	123849	•	•	•	-7	270	1440	5249	8099	25538	41910	113247	1472724

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	2.1	2.1	3.2	2.4	2.7	3.1	2.2	2.6	1.0
Quick Ratio **25**	0.7	•	•	•	1.4	1.1	1.5	1.5	1.5	1.7	1.4	1.7	0.6
Net Sales to Working Capital **26**	•	•	•	•	9.4	7.9	3.0	5.8	4.3	2.8	3.0	3.3	•
Coverage Ratio **27**	8.1	•	•	•	4.2	•	10.3	•	9.6	•	9.5	•	7.6
Total Asset Turnover **28**	0.6	•	•	•	4.1	2.4	1.4	1.9	1.6	1.1	0.9	1.1	0.5
Inventory Turnover **29**	7.7	•	•	•	•	•	5.2	•	•	4.7	5.8	5.1	7.8
Receivables Turnover **30**	5.3	•	•	•	•	•	•	•	•	•	8.5	•	5.0
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	1.3	0.6	0.4	0.8	0.5	0.7	0.4	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.0	•	•	•	•	56.8	38.0	26.9	43.4	31.4	42.1	30.5	60.0
Return on Assets **33**	12.4	•	•	•	37.8	28.6	17.0	15.8	19.0	19.1	14.4	36.5	11.5
Return on Equity **34**	17.4	•	•	•	•	•	20.7	18.2	25.2	19.2	14.9	33.3	16.4
Return Before Interest on Equity **35**	30.2	•	•	•	•	•	27.5	21.6	33.5	27.8	24.9	•	28.8
Profit Margin, Before Income Tax **36**	20.0	•	•	•	7.1	11.5	11.2	8.3	10.5	16.4	15.1	33.5	19.5
Profit Margin, After Income Tax **37**	13.2	•	•	•	6.8	11.5	9.4	7.1	8.8	11.8	10.1	22.1	12.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	42.7	44.6	40.6	43.0	44.0	43.9	43.9	41.4	43.0	45.5
Operating Margin (%) **39**	5.0	3.5	7.6	8.0	8.8	8.1	7.2	6.5	5.3	5.6
Oper. Margin Before Officers Comp. (%) **40**	5.8	4.2	8.3	8.8	9.3	8.7	7.8	7.2	5.8	6.2
Average Net Receivables ($) **41**	25216	36642	16192	24326	44206	25473	56396	37045	37562	62057
Average Inventories ($) **42**	16257	23389	9657	11178	19289	11249	22420	13815	14615	19535
Average Net Worth ($) **43**	87124	136506	47853	58152	117790	65433	130105	75542	82403	123849
Current Ratio (x1) **44**	1.4	1.4	1.5	1.3	1.1	1.2	1.3	1.3	1.3	1.0
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.9	0.7	0.7	0.9	0.9	0.8	0.7
Coverage Ratio (x1) **46**	6.6	7.2	10.7	8.2	8.5	8.1	6.9	7.8	8.1	8.1
Asset Turnover (x1) **47**	0.8	0.7	0.8	0.8	0.7	0.7	0.7	0.7	0.6	0.6
Operating Leverage **48**	1.4	0.7	2.2	1.1	1.1	0.9	0.9	0.9	0.8	1.1
Financial Leverage **49**	1.0	1.1	1.1	1.1	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	1.4	0.8	2.4	1.1	1.1	0.9	0.9	0.9	0.8	1.1

SOAP, CLEANERS, AND TOILET GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1954	•	•	178	321	307	438	38	46	32	10	6	26
Revenues ($ in Thousands)														
Net Sales	2	86289972	•	•	55024	389948	671997	2553588	592455	1414526	1796029	949109	712107	76780327
Portfolio Income	3	2496681	•	•	104	179	2196	14408	30	5813	18753	8967	9969	2436259
Other Revenues	4	2421972	•	•	-1	1693	613	22555	471	3960	32798	4597	6404	2349424
Total Revenues	5	91208625	•	•	55127	391820	674806	2590551	592956	1424299	1847580	962673	728480	81566010
Average Total Revenues	6	46678	•	•	310	1221	2198	5914	15604	30963	57737	96267	121413	3137154
Operating Costs/Operating Income (%)														
Cost of Operations	7	64.5	•	•	34.2	58.3	61.2	61.6	64.5	63.6	53.6	56.7	43.8	65.4
Salaries and Wages	8	7.0	•	•	32.7	4.1	6.4	7.5	5.2	8.1	7.4	5.0	8.1	6.9
Taxes Paid	9	1.2	•	•	2.4	2.4	2.6	1.9	1.3	1.5	1.4	1.3	1.5	1.1
Interest Paid	10	2.7	•	•	3.6	1.5	0.3	1.0	0.6	1.4	1.1	1.6	1.9	2.8
Depreciation, Depletion, Amortization	11	2.7	•	•	6.0	2.6	1.4	1.5	2.1	2.8	2.7	1.7	3.9	2.8
Pensions and Other Benefits	12	1.9	•	•	2.1	•	1.1	1.1	1.5	1.6	2.0	1.1	1.7	2.0
Other	13	19.3	•	•	39.6	22.8	9.4	18.4	15.4	14.8	23.9	26.5	39.9	19.0
Officers Compensation	14	0.9	•	•	7.0	3.9	13.8	4.0	2.0	1.3	2.4	1.1	0.8	0.6
Operating Margin	15	•	•	•	•	4.4	3.8	3.1	7.4	4.9	5.5	4.9	•	•
Oper. Margin Before Officers Compensation	16	0.7	•	•	•	8.3	17.5	7.1	9.5	6.2	7.9	6.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5373	•	•	44	119	246	862	2589	3846	7581	13399	17669	355127
Inventories	18	3462	•	•	36	70	185	790	2226	4034	7077	14890	19492	213966
Net Property, Plant and Equipment	19	8215	•	•	54	65	116	346	1190	5525	9925	10138	40159	572097
Total Assets	20	44056	•	•	166	339	726	2733	6499	17590	34467	69766	126690	3110771

Notes and Loans Payable **21**	11989	•	•	431	192	141	798	1174	6220	7810	14068	45670	841852
All Other Liabilities **22**	19690	•	•	32	164	162	654	2739	4851	9717	17239	20052	1428624
Net Worth **23**	12377	•	•	-297	-16	424	1281	2585	6520	16939	38459	60969	840295

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	3.0	1.1	2.8	2.5	1.4	1.7	2.1	1.9	1.8	0.7
Quick Ratio **25**	0.4	•	•	1.5	0.8	1.7	1.4	0.8	0.8	1.2	1.0	0.5	0.4
Net Sales to Working Capital **26**	•	•	•	4.9	39.8	6.7	4.7	10.3	6.7	5.3	5.6	4.1	•
Coverage Ratio **27**	3.5	•	•	•	4.2	14.4	5.4	13.9	4.9	9.3	4.9	1.4	3.4
Total Asset Turnover **28**	1.0	•	•	1.9	3.6	3.0	2.1	2.4	1.8	1.6	1.4	0.9	1.0
Inventory Turnover **29**	•	•	•	5.8	•	•	9.1	9.0	9.7	8.5	7.2	5.3	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.6	•	•	•	•	0.7	1.1	1.5	1.7	1.0	0.8	1.1	2.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.9	•	•	•	•	41.7	53.1	60.2	62.9	50.9	44.9	51.9	73.0
Return on Assets **33**	9.3	•	•	•	22.7	13.6	11.7	19.4	12.3	16.2	10.7	2.6	9.2
Return on Equity **34**	15.1	•	•	28.8	•	20.6	16.8	38.5	24.5	23.2	8.9	0.9	15.0
Return Before Interest on Equity **35**	33.2	•	•	24.6	•	23.2	25.0	•	33.0	33.0	19.5	5.4	34.1
Profit Margin, Before Income Tax **36**	6.7	•	•	•	4.8	4.2	4.5	7.5	5.6	8.9	6.3	0.8	6.9
Profit Margin, After Income Tax **37**	4.2	•	•	•	4.7	4.0	3.7	6.4	5.2	7.0	3.6	0.5	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.2	63.0	64.7	65.7	65.3	65.3	65.7	63.4	63.3	64.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	0.4	0.7
Average Net Receivables ($) **41**	5539	5300	5106	3787	4481	11231	5218	5003	5746	5373
Average Inventories ($) **42**	3282	2958	2910	2339	2913	3800	2022	3333	3098	3462
Average Net Worth ($) **43**	11266	12029	13721	11719	16038	20527	10055	13531	11467	12377
Current Ratio (×1) **44**	1.2	1.3	1.1	0.9	0.9	0.9	0.9	0.9	1.1	0.8
Quick Ratio (×1) **45**	0.7	0.7	0.6	0.4	0.3	0.6	0.6	0.5	0.7	0.4
Coverage Ratio (×1) **46**	2.3	2.4	2.6	3.1	2.2	2.0	2.3	2.8	3.3	3.5
Asset Turnover (×1) **47**	1.2	1.0	1.1	0.8	0.8	0.7	0.9	1.0	1.1	1.0
Total Liabilities/Net Worth (×1) **48**	1.4	1.6	1.5	2.1	1.9	2.0	2.0	1.9	2.1	2.6
Return on Assets (×1) **49**	7.6	8.2	10.5	7.0	6.9	6.0	8.4	9.3	9.9	9.3
Return on Equity (%) **50**	5.8	7.4	10.5	9.8	5.8	4.2	8.4	11.3	13.8	15.1

SOAP, CLEANERS, AND TOILET GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1126	•	•	•	284	307	347	38	•	23	•	•	22
Revenues ($ in Thousands)														
Net Sales	2	80072153	•	•	•	364229	671997	2270312	592455	•	1137541	•	•	73085811
Portfolio Income	3	1843641	•	•	•	179	2196	13766	30	•	17816	•	•	1801953
Other Revenues	4	2156973	•	•	•	•	613	22502	471	•	29566	•	•	2095161
Total Revenues	5	84072767	•	•	•	364408	674806	2306580	592956	•	1184923	•	•	76982925
Average Total Revenues	6	74665	•	•	•	1283	2198	6647	15604	•	51518	•	•	3499224
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.3	•	•	•	62.0	61.2	61.9	64.5	•	44.1	•	•	66.1
Salaries and Wages	8	6.6	•	•	•	3.3	6.4	6.7	5.2	•	8.2	•	•	6.6
Taxes Paid	9	1.2	•	•	•	2.3	2.6	1.8	1.3	•	1.5	•	•	1.1
Interest Paid	10	1.7	•	•	•	1.3	0.3	0.9	0.6	•	0.8	•	•	1.7
Depreciation, Depletion, Amortization	11	2.7	•	•	•	1.1	1.4	1.3	2.1	•	2.4	•	•	2.7
Pensions and Other Benefits	12	1.9	•	•	•	•	1.1	0.9	1.5	•	2.3	•	•	1.9
Other	13	18.2	•	•	•	20.0	9.4	17.5	15.4	•	27.6	•	•	18.1
Officers Compensation	14	0.7	•	•	•	3.1	13.8	4.2	2.0	•	3.1	•	•	0.4
Operating Margin	15	1.8	•	•	•	6.9	3.8	4.9	7.4	•	10.2	•	•	1.3
Oper. Margin Before Officers Compensation	16	2.6	•	•	•	10.0	17.5	9.1	9.5	•	13.3	•	•	1.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8567	•	•	•	132	246	938	2589	•	6333	•	•	395894
Inventories	18	5179	•	•	•	56	185	839	2226	•	6466	•	•	225125
Net Property, Plant and Equipment	19	12968	•	•	•	64	116	356	1190	•	8352	•	•	630315
Total Assets	20	57633	•	•	•	337	726	2976	6499	•	33730	•	•	2788125

Notes and Loans Payable **21**	14812	•	•	•	167	141	676	1174	•	4899	•	•	724759
All Other Liabilities **22**	18271	•	•	•	170	162	708	2739	•	7685	•	•	896985
Net Worth **23**	24550	•	•	•	0	424	1593	2585	•	21146	•	•	1166380

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	1.4	2.8	2.4	1.4	•	2.8	•	•	1.2
Quick Ratio **25**	0.7	•	•	•	1.0	1.7	1.3	0.8	•	1.7	•	•	0.7
Net Sales to Working Capital **26**	22.2	•	•	•	18.4	6.7	5.1	10.3	•	3.9	•	•	32.0
Coverage Ratio **27**	5.9	•	•	•	6.3	14.4	8.0	13.9	•	•	•	•	5.6
Total Asset Turnover **28**	1.2	•	•	•	3.8	3.0	2.2	2.4	•	1.5	•	•	1.2
Inventory Turnover **29**	•	•	•	•	•	•	9.7	9.0	•	6.8	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	0.7	0.9	1.5	•	0.6	•	•	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.4	•	•	•	99.9	41.7	46.5	60.2	•	37.3	•	•	58.2
Return on Assets **33**	11.9	•	•	•	31.4	13.6	16.1	19.4	•	23.4	•	•	11.5
Return on Equity **34**	15.5	•	•	•	•	20.6	22.7	38.5	•	28.6	•	•	14.7
Return Before Interest on Equity **35**	27.8	•	•	•	•	23.2	30.0	•	•	•	•	•	27.4
Profit Margin, Before Income Tax **36**	8.0	•	•	•	6.9	4.2	6.4	7.5	•	15.2	•	•	7.9
Profit Margin, After Income Tax **37**	5.4	•	•	•	6.8	4.0	5.5	6.4	•	12.2	•	•	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.4	64.6	65.5	65.7	66.6	66.7	66.6	64.2	63.9	65.3
Operating Margin (%) **39**	•	•	•	•	1.7	1.1	0.5	1.1	1.3	1.8
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	0.3	2.3	1.6	1.3	1.9	2.0	2.6
Average Net Receivables ($) **41**	7856	6749	11457	4715	4314	12619	7515	7228	6802	8567
Average Inventories ($) **42**	4601	3687	6498	2881	2694	5041	3037	4829	3563	5179
Average Net Worth ($) **43**	16001	16454	28855	14773	13176	26073	15080	20763	17295	24550
Current Ratio (×1) **44**	1.1	1.3	1.0	0.9	1.0	1.2	1.3	1.3	1.2	1.2
Quick Ratio (×1) **45**	0.7	0.7	0.5	0.4	0.5	0.8	0.9	0.8	0.7	0.7
Coverage Ratio (×1) **46**	2.4	2.9	3.2	3.2	4.4	5.1	4.2	4.4	5.2	5.9
Asset Turnover (×1) **47**	1.2	1.1	1.3	0.8	1.0	1.0	1.2	1.2	1.2	1.2
Operating Leverage **48**	•	2.0	0.6	0.4	•	0.6	0.5	2.4	1.1	1.5
Financial Leverage **49**	0.9	1.3	1.1	1.0	1.1	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	•	2.5	0.7	0.4	•	0.6	0.4	2.5	1.2	1.5

PAINTS AND ALLIED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	979	12	232	•	109	88	351	107	51	9	8	3	8
Revenues ($ in Thousands)														
Net Sales	2	14239338	12527	•	•	151141	180998	1488160	1754686	1741363	677846	1075308	653933	6503376
Portfolio Income	3	70295	•	68	•	•	482	10098	3978	4750	4541	6615	4930	34833
Other Revenues	4	101160	94	•	•	172	312	37024	16399	2243	1431	7879	5884	29722
Total Revenues	5	14410793	12621	68	•	151313	181792	1535282	1775063	1748356	683818	1089802	664747	6567931
Average Total Revenues	6	14720	1052	0	•	1388	2066	4374	16589	34281	75980	136225	221582	820991
Operating Costs/Operating Income (%)														
Cost of Operations	7	59.2	53.6	•	•	60.8	64.6	60.1	66.0	69.4	58.0	65.1	59.3	53.4
Salaries and Wages	8	10.7	0.3	•	•	4.6	4.2	8.9	6.5	7.0	11.9	7.7	13.2	13.6
Taxes Paid	9	2.2	0.1	•	•	2.6	3.9	2.8	1.9	1.4	1.4	1.9	2.4	2.5
Interest Paid	10	0.9	•	•	•	0.8	0.9	3.0	0.7	0.7	0.7	0.5	1.2	0.7
Depreciation, Depletion, Amortization	11	2.0	18.4	•	•	1.5	2.5	1.9	1.3	2.0	2.6	2.0	2.3	2.2
Pensions and Other Benefits	12	2.2	•	•	•	2.2	1.3	2.3	1.5	1.4	3.0	1.7	1.9	2.7
Other	13	15.2	30.6	•	•	9.5	18.3	17.6	13.5	10.7	16.6	13.1	12.6	16.8
Officers Compensation	14	2.0	•	•	•	19.4	6.4	6.6	3.9	1.5	1.5	1.3	0.6	0.4
Operating Margin	15	5.6	•	•	•	•	•	•	4.8	6.0	4.4	6.8	6.6	7.9
Oper. Margin Before Officers Compensation	16	7.6	•	•	•	18.0	4.2	3.6	8.7	7.5	5.9	8.1	7.2	8.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1986	•	•	•	182	183	597	2414	3870	9214	23491	29400	110444
Inventories	18	1848	•	•	•	97	185	498	1713	4014	6500	17993	28070	116559
Net Property, Plant and Equipment	19	2123	•	•	•	153	206	634	1709	4427	13211	20439	34528	128298
Total Assets	20	9318	•	13	•	444	627	2164	7187	16362	37052	77722	142250	658804

Notes and Loans Payable **21**	2023	•	1	•	133	184	859	1199	2537	5725	13712	38046	139433
All Other Liabilities **22**	3054	•	24	•	176	206	1080	2398	3892	12319	26019	33308	211762
Net Worth **23**	4240	•	-12	•	135	237	224	3591	9932	19008	37990	70895	307610

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	6.9	•	1.4	1.4	1.1	1.9	2.9	1.9	1.8	2.6	2.0
Quick Ratio **25**	1.0	•	0.0	•	0.9	0.7	0.6	1.2	1.6	1.2	1.0	1.3	1.0
Net Sales to Working Capital **26**	6.1	•	•	•	17.5	17.8	39.1	6.8	4.9	7.8	6.2	4.4	5.2
Coverage Ratio **27**	8.5	•	•	•	•	•	1.1	9.8	10.6	8.3	•	8.1	14.8
Total Asset Turnover **28**	1.6	•	•	•	3.1	3.3	2.0	2.3	2.1	2.0	1.7	1.5	1.2
Inventory Turnover **29**	9.3	•	•	•	•	•	•	•	•	•	9.7	9.2	7.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	•	2.3	1.7	8.7	1.0	0.7	1.0	1.1	1.0	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.5	•	•	•	69.7	62.2	89.7	50.1	39.3	48.7	51.1	50.2	53.3
Return on Assets **33**	12.2	•	•	•	•	•	6.2	15.1	14.8	12.2	17.2	14.8	11.7
Return on Equity **34**	16.2	•	8.2	•	•	•	•	22.2	18.0	13.7	24.2	18.6	15.0
Return Before Interest on Equity **35**	26.7	•	0.5	•	•	•	•	30.3	24.3	23.7	•	29.7	25.0
Profit Margin, Before Income Tax **36**	6.9	•	•	•	•	•	0.2	6.0	6.4	5.3	9.4	8.5	8.8
Profit Margin, After Income Tax **37**	4.7	•	•	•	•	•	•	4.9	5.2	3.5	6.8	6.1	5.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.5	61.1	59.9	61.0	61.3	60.6	59.5	58.7	58.2	59.2
Operating Margin (%) **39**	2.1	3.0	3.3	2.4	3.1	3.5	3.6	4.8	5.9	5.6
Oper. Margin Before Officers Comp. (%) **40**	3.8	4.6	5.2	4.2	4.8	5.3	5.5	6.8	7.7	7.6
Average Net Receivables ($) **41**	1154	1555	1395	1676	1193	1233	1273	2100	1211	1986
Average Inventories ($) **42**	1299	1824	1421	1715	1160	1240	1251	2043	1072	1848
Average Net Worth ($) **43**	2328	3133	2938	3341	2352	2531	2750	4842	2641	4240
Current Ratio (x1) **44**	2.1	1.8	2.0	2.0	1.9	2.0	2.0	2.1	2.1	1.9
Quick Ratio (x1) **45**	1.0	0.9	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.0
Coverage Ratio (x1) **46**	5.6	6.0	6.2	5.3	5.0	7.1	6.7	9.1	11.4	8.5
Asset Turnover (x1) **47**	1.8	1.9	2.0	1.9	1.9	1.9	1.8	1.9	1.8	1.6
Total Liabilities/Net Worth (x1) **48**	1.1	1.2	1.1	1.1	1.2	1.1	1.0	0.9	0.9	1.2
Return on Assets (x1) **49**	13.1	12.5	12.8	10.2	11.0	14.0	12.4	12.6	13.5	12.2
Return on Equity (%) **50**	12.7	12.9	14.9	11.5	12.6	17.6	14.5	14.5	16.3	16.2

PAINTS AND ALLIED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	419	•	•	•	65	•	190	96	43	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	12782740	•	•	•	126191	•	897834	1566922	1481136	•	•	•	•
Portfolio Income	3	58138	•	•	•	•	•	312	3963	4620	•	•	•	•
Other Revenues	4	65599	•	•	•	•	•	3260	16399	1665	•	•	•	•
Total Revenues	5	12906477	•	•	•	126191	•	901406	1587284	1487421	•	•	•	•
Average Total Revenues	6	30803	•	•	•	1941	•	4744	16534	34591	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	58.4	•	•	•	60.9	•	57.4	65.6	66.7	•	•	•	•
Salaries and Wages	8	10.9	•	•	•	2.3	•	9.8	6.0	7.6	•	•	•	•
Taxes Paid	9	2.2	•	•	•	1.0	•	3.0	1.9	1.6	•	•	•	•
Interest Paid	10	0.7	•	•	•	•	•	0.9	0.7	0.7	•	•	•	•
Depreciation, Depletion, Amortization	11	2.0	•	•	•	0.9	•	1.6	1.3	2.1	•	•	•	•
Pensions and Other Benefits	12	2.2	•	•	•	2.6	•	2.2	1.5	1.4	•	•	•	•
Other	13	15.0	•	•	•	10.6	•	14.9	13.9	11.2	•	•	•	•
Officers Compensation	14	1.7	•	•	•	21.1	•	6.6	3.6	1.6	•	•	•	•
Operating Margin	15	7.0	•	•	•	0.7	•	3.7	5.4	7.2	•	•	•	•
Oper. Margin Before Officers Compensation	16	8.7	•	•	•	21.8	•	10.3	9.1	8.8	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4144	•	•	•	267	•	627	2460	3868	•	•	•	•
Inventories	18	3861	•	•	•	132	•	465	1697	4020	•	•	•	•
Net Property, Plant and Equipment	19	4247	•	•	•	58	•	473	1798	4285	•	•	•	•
Total Assets	20	18203	•	•	•	468	•	1936	7427	16795	•	•	•	•

Notes and Loans Payable **21**	2779	•	•	•	62	•	532	1202	2294	•	•	•	•
All Other Liabilities **22**	5968	•	•	•	185	•	511	2302	3919	•	•	•	•
Net Worth **23**	9456	•	•	•	221	•	893	3923	10582	•	•	•	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	2.1	•	•	•	2.1	•	1.7	2.1	2.9	•	•	•	•
Quick Ratio **25**	1.1	•	•	•	1.5	•	1.0	1.3	1.6	•	•	•	•
Net Sales to Working Capital **26**	5.5	•	•	•	8.9	•	8.9	6.1	4.8	•	•	•	•
Coverage Ratio **27**	13.4	•	•	•	•	•	5.6	10.8	12.5	•	•	•	•
Total Asset Turnover **28**	1.7	•	•	•	4.2	•	2.5	2.2	2.1	•	•	•	•
Inventory Turnover **29**	9.2	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	•	•	1.1	•	1.2	0.9	0.6	•	•	•	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	48.1	•	•	•	52.8	•	53.9	47.2	37.0	•	•	•	•
Return on Assets **33**	14.6	•	•	•	3.2	•	12.3	16.3	16.9	•	•	•	•
Return on Equity **34**	18.3	•	•	•	5.6	•	17.7	22.9	20.1	•	•	•	•
Return Before Interest on Equity **35**	28.1	•	•	•	6.8	•	26.6	30.8	26.8	•	•	•	•
Profit Margin, Before Income Tax **36**	8.1	•	•	•	0.7	•	4.1	6.7	7.6	•	•	•	•
Profit Margin, After Income Tax **37**	5.7	•	•	•	0.6	•	3.3	5.5	6.2	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.0	61.0	59.5	59.7	59.5	59.1	59.2	57.6	58.4	58.4
Operating Margin (%) **39**	2.8	3.8	4.0	3.9	4.8	5.1	4.6	5.9	7.1	7.0
Oper. Margin Before Officers Comp. (%) **40**	4.5	5.5	5.8	5.6	6.4	6.6	6.5	7.8	8.5	8.7
Average Net Receivables ($) **41**	1184	1818	1875	1825	2277	2511	2125	2373	1788	4144
Average Inventories ($) **42**	1397	2172	1870	1875	2186	2550	2103	2219	1556	3861
Average Net Worth ($) **43**	2601	3854	4066	3966	4647	5827	4656	5528	4080	9456
Current Ratio (×1) **44**	2.2	1.9	2.1	2.0	2.0	2.1	2.1	2.1	2.2	2.1
Quick Ratio (×1) **45**	1.1	0.9	1.0	1.0	1.0	1.1	1.1	1.1	1.2	1.1
Coverage Ratio (×1) **46**	6.5	7.1	7.0	7.8	7.7	9.9	7.9	11.1	13.9	13.4
Asset Turnover (×1) **47**	1.8	1.9	1.9	1.9	1.8	1.9	1.8	1.8	1.8	1.7
Operating Leverage **48**	0.8	1.4	1.1	1.0	1.3	1.1	0.9	1.3	1.2	1.0
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.0	1.1	1.0	1.1	1.0	1.0
Total Leverage **50**	0.9	1.4	1.2	1.0	1.3	1.1	0.9	1.4	1.2	1.0

AGRICULTURAL AND OTHER CHEMICAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3106	•	•	72	383	354	430	74	80	32	24	13	33
Revenues ($ in Thousands)														
Net Sales	2	37115482	•	•	•	389129	450684	2025725	1020569	2259041	1746138	2535074	1991901	24242003
Portfolio Income	3	1140015	•	•	90	3488	2106	14623	4643	7080	11902	14704	75190	1003651
Other Revenues	4	1099891	•	•	17	2278	192	11492	7590	5394	137847	16748	51421	847914
Total Revenues	5	39355388	•	•	107	394895	452982	2051840	1032802	2271515	1895887	2566526	2118512	26093568
Average Total Revenues	6	12671	•	•	1	1031	1280	4772	13957	28394	59246	106939	162962	790714
Operating Costs/Operating Income (%)														
Cost of Operations	7	63.0	•	•	•	70.9	65.6	64.6	78.0	62.3	67.3	75.1	68.7	60.4
Salaries and Wages	8	8.6	•	•	•	7.2	5.2	9.0	4.2	10.2	9.0	5.7	7.6	9.1
Taxes Paid	9	1.8	•	•	•	3.3	2.2	2.2	1.7	2.0	2.0	1.2	1.8	1.7
Interest Paid	10	3.2	•	•	•	0.9	1.4	1.7	0.9	1.0	1.3	1.9	2.8	3.9
Depreciation, Depletion, Amortization	11	4.3	•	•	•	2.4	1.6	2.6	2.4	2.0	2.4	2.8	5.7	4.9
Pensions and Other Benefits	12	2.3	•	•	•	0.3	2.1	1.5	1.5	1.6	2.4	1.8	1.5	2.6
Other	13	18.3	•	•	•	14.1	11.3	14.0	7.2	13.4	12.2	7.9	10.8	21.9
Officers Compensation	14	1.1	•	•	•	3.6	4.5	5.9	1.5	2.0	1.8	1.5	0.8	0.5
Operating Margin	15	•	•	•	•	•	6.2	•	2.6	5.6	1.6	2.2	0.4	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	0.9	10.7	4.6	4.1	7.6	3.4	3.7	1.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2287	•	•	204	105	164	539	1774	4114	8041	11864	26264	163940
Inventories	18	1736	•	•	•	66	146	506	1836	3185	6877	17794	23174	113868
Net Property, Plant and Equipment	19	3624	•	•	23	100	175	712	2076	3036	10304	23352	42752	272834
Total Assets	20	13514	•	•	232	349	719	2474	6751	14537	33364	68667	155876	1033046

Notes and Loans Payable **21**	4586	•	•	•	118	260	918	1721	3981	8528	24708	52089	355193
All Other Liabilities **22**	4354	•	•	0	166	151	751	1286	4010	9419	15290	35146	349674
Net Worth **23**	4574	•	•	232	65	308	806	3744	6546	15418	28669	68640	328179

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	1.1	2.2	1.6	1.7	2.1	1.8	1.8	1.5	1.1
Quick Ratio **25**	0.7	•	•	•	0.7	1.3	0.9	0.9	1.3	1.0	0.7	0.9	0.6
Net Sales to Working Capital **26**	14.5	•	•	•	•	6.2	9.5	8.4	5.7	6.7	7.1	7.2	29.1
Coverage Ratio **27**	2.3	•	•	•	•	5.7	1.2	5.3	7.1	9.5	2.8	3.7	1.9
Total Asset Turnover **28**	0.9	•	•	•	2.9	1.8	1.9	2.1	2.0	1.6	1.5	1.0	0.7
Inventory Turnover **29**	8.7	•	•	•	•	•	•	•	•	•	8.9	9.1	7.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.0
Total Liabilities to Net Worth **31**	2.0	•	•	•	4.4	1.3	2.1	0.8	1.2	1.2	1.4	1.3	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.2	•	•	•	81.5	57.1	67.4	44.6	55.0	53.8	58.3	56.0	68.2
Return on Assets **33**	6.5	•	•	•	•	14.4	3.7	9.3	13.7	19.7	8.3	10.0	5.2
Return on Equity **34**	6.7	•	•	•	•	26.9	•	12.7	20.4	30.1	10.2	10.3	3.7
Return Before Interest on Equity **35**	19.2	•	•	•	•	33.6	11.4	16.8	30.4	•	20.0	22.7	16.3
Profit Margin, Before Income Tax **36**	4.2	•	•	•	•	6.7	0.3	3.7	6.1	10.8	3.5	7.4	3.4
Profit Margin, After Income Tax **37**	2.6	•	•	•	•	6.5	•	3.5	4.7	8.5	2.8	4.6	1.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.9	66.7	65.2	65.4	64.7	66.3	61.4	60.6	61.2	63.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.2	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	1417	1166	2013	3477	3182	3360	2477	2210	2073	2287
Average Inventories ($) **42**	1199	1002	1315	2608	2367	2162	1934	1758	1376	1736
Average Net Worth ($) **43**	2846	2725	3579	7083	5807	6723	5926	5344	3872	4574
Current Ratio (x1) **44**	1.4	1.3	1.5	1.5	1.2	1.3	1.4	1.4	1.3	1.2
Quick Ratio (x1) **45**	0.7	0.7	0.9	0.8	0.7	0.7	0.8	0.8	0.8	0.7
Coverage Ratio (x1) **46**	1.5	2.2	2.9	2.7	2.4	3.1	2.0	2.4	2.3	2.3
Asset Turnover (x1) **47**	1.1	1.1	1.1	0.9	0.9	0.8	0.8	0.8	0.8	0.9
Total Liabilities/Net Worth (x1) **48**	1.6	1.4	1.5	1.5	1.7	1.8	2.2	2.1	2.4	2.0
Return on Assets (x1) **49**	4.4	6.8	8.5	7.5	8.4	10.7	5.7	6.4	6.2	6.5
Return on Equity (%) **50**	•	4.4	9.0	8.2	8.1	13.4	5.2	7.1	7.1	6.7

AGRICULTURAL AND OTHER CHEMICAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1809	•	799	•	171	311	304	62	•	•	18	•	•
Revenues ($ in Thousands)														
Net Sales	2	29937859	•	49905	•	162535	399607	1794198	923183	•	•	2103248	•	•
Portfolio Income	3	805015	•	•	•	213	2106	4209	391	•	•	14220	•	•
Other Revenues	4	863024	•	•	•	1035	192	10630	7009	•	•	13923	•	•
Total Revenues	5	31605898	•	49905	•	163783	401905	1809037	930583	•	•	2131391	•	•
Average Total Revenues	6	17471	•	62	•	958	1292	5951	15009	•	•	118411	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	63.3	•	15.8	•	67.3	65.5	62.5	77.6	•	•	75.1	•	•
Salaries and Wages	8	8.3	•	5.1	•	6.8	5.1	9.0	4.0	•	•	5.5	•	•
Taxes Paid	9	1.8	•	1.0	•	2.2	2.0	2.1	1.5	•	•	1.3	•	•
Interest Paid	10	2.8	•	0.2	•	0.5	1.6	0.8	0.8	•	•	1.5	•	•
Depreciation, Depletion, Amortization	11	3.9	•	0.6	•	1.4	1.7	1.9	1.7	•	•	2.1	•	•
Pensions and Other Benefits	12	2.1	•	•	•	0.8	2.0	1.5	1.5	•	•	1.8	•	•
Other	13	15.0	•	26.1	•	14.3	10.7	12.3	6.8	•	•	7.2	•	•
Officers Compensation	14	1.2	•	•	•	4.6	4.0	6.2	1.2	•	•	1.3	•	•
Operating Margin	15	1.8	•	51.3	•	2.0	7.4	3.8	5.1	•	•	4.2	•	•
Oper. Margin Before Officers Compensation	16	2.9	•	51.3	•	6.6	11.5	10.0	6.3	•	•	5.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2924	•	4	•	119	153	654	1870	•	•	13586	•	•
Inventories	18	2230	•	•	•	51	126	625	1954	•	•	18130	•	•
Net Property, Plant and Equipment	19	4450	•	1	•	38	195	603	1890	•	•	18507	•	•
Total Assets	20	17147	•	10	•	314	739	2459	6416	•	•	69167	•	•

Notes and Loans Payable **21**	6463	•	0	•	14	287	845	1661	•	•	20386	•	•
All Other Liabilities **22**	4538	•	3	•	149	131	578	1341	•	•	12867	•	•
Net Worth **23**	6146	•	6	•	151	322	1036	3414	•	•	35914	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	2.9	•	1.4	2.3	2.0	1.7	•	•	2.0	•	•
Quick Ratio **25**	0.7	•	2.9	•	1.1	1.4	1.1	0.9	•	•	0.9	•	•
Net Sales to Working Capital **26**	12.1	•	11.3	•	14.9	6.4	7.4	8.4	•	•	6.3	•	•
Coverage Ratio **27**	3.9	•	•	•	6.5	6.0	7.1	8.9	•	•	4.8	•	•
Total Asset Turnover **28**	1.0	•	6.6	•	3.0	1.7	2.4	2.3	•	•	1.7	•	•
Inventory Turnover **29**	9.4	•	•	•	•	•	•	•	•	•	9.7	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	0.6	•	1.1	1.3	1.4	0.9	•	•	0.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.2	•	35.4	•	51.8	56.5	57.9	46.8	•	•	48.1	•	•
Return on Assets **33**	10.4	•	•	•	10.0	16.7	13.9	15.4	•	•	12.1	•	•
Return on Equity **34**	16.3	•	•	•	15.7	31.1	25.2	24.5	•	•	15.5	•	•
Return Before Interest on Equity **35**	29.0	•	•	•	20.8	•	33.0	28.9	•	•	23.3	•	•
Profit Margin, Before Income Tax **36**	8.0	•	•	•	2.8	8.0	5.0	5.9	•	•	5.7	•	•
Profit Margin, After Income Tax **37**	6.1	•	•	•	2.5	7.8	4.4	5.6	•	•	4.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.3	64.1	62.2	64.4	63.1	62.3	58.3	58.1	58.5	63.3
Operating Margin (%) **39**	0.7	•	1.3	0.7	•	•	•	0.9	1.1	1.8
Oper. Margin Before Officers Comp. (%) **40**	2.0	•	2.7	1.8	0.3	0.6	0.9	2.1	2.3	2.9
Average Net Receivables ($) **41**	1940	1702	2744	4360	5014	2775	2228	2139	3909	2924
Average Inventories ($) **42**	1473	1360	1649	3202	3792	1806	1899	1759	2361	2230
Average Net Worth ($) **43**	3849	3926	5033	9248	9904	6378	6114	5342	6613	6146
Current Ratio (x1) **44**	1.5	1.3	1.5	1.6	1.3	1.4	1.6	1.6	1.4	1.3
Quick Ratio (x1) **45**	0.8	0.7	1.0	0.9	0.7	0.8	0.9	1.0	0.8	0.7
Coverage Ratio (x1) **46**	4.1	4.2	4.4	3.8	3.1	6.0	3.8	5.1	4.8	3.9
Asset Turnover (x1) **47**	1.2	1.1	1.2	1.0	1.0	0.9	0.9	0.9	0.9	1.0
Operating Leverage **48**	0.4	•	•	0.5	•	1.1	0.3	•	1.3	1.7
Financial Leverage **49**	1.1	1.1	1.1	1.0	0.9	1.3	0.9	1.1	1.0	1.0
Total Leverage **50**	0.4	•	•	0.5	•	1.3	0.3	•	1.2	1.7

PETROLEUM REFINING (INCLUDING INTEGRATED)

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	435	•	•	•	186	105	63	12	5	8	7	5	43
Revenues ($ in Thousands)														
Net Sales	2	426632313	•	•	•	249567	234623	294808	132085	335292	804414	1049711	1923904	421607911
Portfolio Income	3	16363167	•	•	•	21	54	915	28	617	7132	12527	4664	16337211
Other Revenues	4	11762855	•	•	•	2610	959	867	448	3346	2660	19034	4424	11728502
Total Revenues	5	454758335	•	•	•	252198	235636	296590	132561	339255	814206	1081272	1932992	449673624
Average Total Revenues	6	1045421	•	•	•	1356	2244	4708	11047	67851	101776	154467	386598	10457526
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.4	•	•	•	78.4	70.6	73.0	69.9	91.9	92.1	88.5	92.0	77.3
Salaries and Wages	8	2.5	•	•	•	4.9	1.9	2.5	7.7	2.3	1.2	3.2	0.7	2.5
Taxes Paid	9	5.2	•	•	•	1.8	1.2	6.9	2.7	0.4	0.7	1.1	0.9	5.3
Interest Paid	10	3.9	•	•	•	1.1	0.5	1.8	7.3	1.0	1.3	0.5	0.7	4.0
Depreciation, Depletion, Amortization	11	4.1	•	•	•	0.4	1.4	2.9	7.9	0.9	1.1	1.1	2.2	4.2
Pensions and Other Benefits	12	1.1	•	•	•	0.7	2.2	1.2	2.1	0.3	0.6	0.3	0.1	1.1
Other	13	9.0	•	•	•	2.7	11.0	6.1	21.1	3.2	2.1	5.3	2.6	9.0
Officers Compensation	14	0.1	•	•	•	3.7	8.8	2.7	3.7	•	1.0	0.5	0.2	•
Operating Margin	15	•	•	•	•	6.2	2.5	3.0	•	•	•	•	0.6	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	9.9	11.2	5.7	•	•	1.0	0.1	0.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	169004	•	•	•	164	213	802	1597	4301	8474	14359	25694	1699437
Inventories	18	42128	•	•	•	26	71	47	353	1592	6109	6165	43089	418389
Net Property, Plant and Equipment	19	394715	•	•	•	69	150	508	4844	5826	9154	16028	87784	3975089
Total Assets	20	1362068	•	•	•	415	774	2330	7660	13529	40407	75395	175490	13728054

Notes and Loans Payable **21**	344522	•	•	•	435	19	917	4208	9007	16843	7558	41981	3470542
All Other Liabilities **22**	387639	•	•	•	452	198	971	7292	5411	11874	34538	60052	3900121
Net Worth **23**	629907	•	•	•	-472	556	441	-3839	-889	11690	33299	73456	6357391

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	0.4	3.0	0.7	0.3	1.6	1.0	1.5	1.2	1.2
Quick Ratio **25**	0.7	•	•	•	0.3	2.6	0.6	0.3	1.1	0.6	1.0	0.5	0.7
Net Sales to Working Capital **26**	22.1	•	•	•	•	5.6	•	•	28.8	•	9.2	26.7	21.9
Coverage Ratio **27**	2.1	•	•	•	7.4	6.6	3.0	•	2.3	2.0	6.2	2.6	2.1
Total Asset Turnover **28**	0.7	•	•	•	3.2	2.9	2.0	1.4	5.0	2.5	2.0	2.2	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	•	•	0.4	4.3	•	•	2.5	1.3	1.4	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.8	•	•	•	•	28.2	81.1	•	•	71.1	55.8	58.2	53.7
Return on Assets **33**	5.8	•	•	•	27.2	9.9	11.0	•	10.8	6.1	6.1	3.7	5.8
Return on Equity **34**	3.9	•	•	•	•	11.2	34.0	•	•	7.3	8.4	3.3	3.9
Return Before Interest on Equity **35**	12.5	•	•	•	•	13.7	•	•	•	21.0	13.9	8.8	12.5
Profit Margin, Before Income Tax **36**	4.1	•	•	•	7.3	2.9	3.7	•	1.2	1.2	2.6	1.0	4.1
Profit Margin, After Income Tax **37**	2.5	•	•	•	7.3	2.8	3.2	•	0.9	0.9	1.9	0.6	2.5

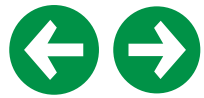
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.1	69.9	74.0	72.4	75.8	78.1	78.3	78.2	77.7	77.4
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	110722	108281	88467	202895	106277	170149	170041	81865	168981	169004
Average Inventories ($) **42**	27762	24800	23263	43541	30306	42963	50022	23596	44751	42128
Average Net Worth ($) **43**	365800	320867	293074	538041	370024	503068	693274	315551	625023	629907
Current Ratio (x1) **44**	1.0	1.3	1.1	1.2	1.1	1.1	1.2	1.2	1.2	1.2
Quick Ratio (x1) **45**	0.8	0.9	0.7	0.9	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	2.7	1.7	2.1	2.5	2.6	2.8	2.5	2.3	2.5	2.1
Asset Turnover (x1) **47**	0.8	0.6	0.6	0.7	0.8	0.9	0.8	0.8	0.8	0.7
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.3	1.3	1.2	1.3	1.0	1.1	1.2	1.2
Return on Assets (x1) **49**	8.6	5.6	6.7	8.3	9.1	9.4	6.4	5.7	6.4	5.8
Return on Equity (%) **50**	6.5	1.8	4.7	7.6	8.2	9.0	5.0	4.4	5.5	3.9

PETROLEUM REFINING (INCLUDING INTEGRATED)

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	384	•	•	•	186	105	45	•	5	5	•	•	28
Revenues ($ in Thousands)														
Net Sales	2	365886479	•	•	•	249567	234623	307851	•	335292	538855	•	•	361870462
Portfolio Income	3	14852129	•	•	•	21	54	819	•	617	1659	•	•	14832211
Other Revenues	4	10771444	•	•	•	2610	959	855	•	3346	2189	•	•	10741607
Total Revenues	5	391510052	•	•	•	252198	235636	309525	•	339255	542703	•	•	387444280
Average Total Revenues	6	1019557	•	•	•	1356	2244	6878	•	67851	108541	•	•	13837296
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.0	•	•	•	78.4	70.6	73.3	•	91.9	90.6	•	•	77.9
Salaries and Wages	8	2.5	•	•	•	4.9	1.9	2.5	•	2.3	0.4	•	•	2.5
Taxes Paid	9	4.9	•	•	•	1.8	1.2	6.6	•	0.4	0.5	•	•	4.9
Interest Paid	10	3.5	•	•	•	1.1	0.5	1.3	•	1.0	1.4	•	•	3.6
Depreciation, Depletion, Amortization	11	4.1	•	•	•	0.4	1.4	2.9	•	0.9	0.9	•	•	4.1
Pensions and Other Benefits	12	1.1	•	•	•	0.7	2.2	1.2	•	0.3	0.5	•	•	1.1
Other	13	8.6	•	•	•	2.7	11.0	6.2	•	3.2	2.8	•	•	8.7
Officers Compensation	14	0.1	•	•	•	3.7	8.8	2.6	•	•	1.2	•	•	•
Operating Margin	15	•	•	•	•	6.2	2.5	3.5	•	•	1.8	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	9.9	11.2	6.0	•	•	2.9	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	158263	•	•	•	164	213	1004	•	4301	8196	•	•	2158444
Inventories	18	35299	•	•	•	26	71	131	•	1592	4714	•	•	474100
Net Property, Plant and Equipment	19	357876	•	•	•	69	150	819	•	5826	7864	•	•	4888666
Total Assets	20	1327515	•	•	•	415	774	2607	•	13529	39427	•	•	18145732



Notes and Loans Payable **21**	297261	•	•	•	435	19	700	•	9007	20751	•	•	4059773
All Other Liabilities **22**	357366	•	•	•	452	198	1131	•	5411	13394	•	•	4877371
Net Worth **23**	672887	•	•	•	-472	556	775	•	-889	5281	•	•	9208588

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	•	•	0.4	3.0	1.1	•	1.6	0.7	•	•	1.1
Quick Ratio **25**	0.7	•	•	•	0.3	2.6	0.8	•	1.1	0.5	•	•	0.7
Net Sales to Working Capital **26**	33.7	•	•	•	•	5.6	•	•	28.8	•	•	•	33.9
Coverage Ratio **27**	2.5	•	•	•	7.4	6.6	4.0	•	2.3	2.8	•	•	2.5
Total Asset Turnover **28**	0.7	•	•	•	3.2	2.9	2.6	•	5.0	2.7	•	•	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	•	•	•	0.4	2.4	•	•	6.5	•	•	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.3	•	•	•	•	28.2	70.3	•	•	86.6	•	•	49.3
Return on Assets **33**	6.3	•	•	•	27.2	9.9	14.1	•	10.8	10.6	•	•	6.3
Return on Equity **34**	4.8	•	•	•	•	11.2	31.6	•	•	39.9	•	•	4.8
Return Before Interest on Equity **35**	12.5	•	•	•	•	13.7	•	•	•	•	•	•	12.4
Profit Margin, Before Income Tax **36**	5.3	•	•	•	7.3	2.9	4.0	•	1.2	2.5	•	•	5.3
Profit Margin, After Income Tax **37**	3.4	•	•	•	7.3	2.8	3.6	•	0.9	2.0	•	•	3.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.6	69.3	72.3	72.0	74.8	77.9	77.9	77.3	78.1	78.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	143234	147881	223553	298681	129513	251404	447184	204536	196642	158263
Average Inventories ($) **42**	35718	44877	55819	60920	39391	62105	122375	56419	47719	35299
Average Net Worth ($) **43**	497673	685231	755825	786858	503764	739732	1909573	886003	723054	672887
Current Ratio (x1) **44**	1.1	1.1	1.1	1.2	1.1	1.1	1.1	1.1	1.1	1.1
Quick Ratio (x1) **45**	0.8	0.7	0.7	0.9	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	3.0	2.8	2.8	2.5	2.8	2.8	2.7	2.6	2.7	2.5
Asset Turnover (x1) **47**	0.8	0.6	0.7	0.7	0.8	0.9	0.8	0.8	0.8	0.7
Operating Leverage **48**	2.0	4.2	0.4	0.8	0.9	0.3	3.7	1.1	0.9	1.6
Financial Leverage **49**	1.0	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.0	0.9
Total Leverage **50**	2.0	4.2	0.4	0.9	1.0	0.3	3.6	1.1	1.0	1.4

PETROLEUM AND COAL PRODUCTS, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1006	•	264	256	124	75	166	53	51	8	6	3	•
Revenues ($ in Thousands)														
Net Sales	2	4653852	•	16405	•	5558	109326	627099	749992	1326655	428034	668468	722314	•
Portfolio Income	3	26825	•	755	1168	•	1042	3073	1561	3640	12713	1111	1764	•
Other Revenues	4	63928	•	2848	•	•	87	6343	17001	9405	13013	10150	5080	•
Total Revenues	5	4744605	•	20008	1168	5558	110455	636515	768554	1339700	453760	679729	729158	•
Average Total Revenues	6	4716	•	76	5	45	1473	3834	14501	26269	56720	113288	243053	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.0	•	51.0	•	•	74.8	67.8	77.1	76.6	76.7	81.1	76.0	•
Salaries and Wages	8	4.5	•	•	•	•	1.2	6.2	4.8	5.5	4.0	3.7	2.8	•
Taxes Paid	9	1.8	•	1.9	•	1.8	3.0	2.1	2.1	1.7	1.5	1.4	1.7	•
Interest Paid	10	1.6	•	3.1	•	0.5	0.1	2.2	1.7	1.3	1.9	1.8	1.4	•
Depreciation, Depletion, Amortization	11	3.1	•	•	•	10.4	1.9	5.6	2.4	2.6	2.6	4.3	1.9	•
Pensions and Other Benefits	12	1.2	•	•	•	•	1.0	1.2	0.9	1.4	1.0	0.9	1.4	•
Other	13	9.2	•	65.7	•	47.3	6.2	12.2	7.4	10.0	10.1	5.7	8.1	•
Officers Compensation	14	2.1	•	41.9	•	•	10.7	2.6	2.2	1.8	1.8	0.7	0.8	•
Operating Margin	15	0.5	•	•	•	•	1.1	•	1.4	•	0.5	0.6	6.0	•
Oper. Margin Before Officers Compensation	16	2.6	•	•	•	•	11.8	2.7	3.6	1.0	2.3	1.2	6.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	589	•	1	•	6	93	782	1117	2380	6129	14786	45419	•
Inventories	18	344	•	•	•	14	108	140	811	2003	6239	11540	16202	•
Net Property, Plant and Equipment	19	1072	•	•	18	113	176	1145	2180	5579	12237	36494	46441	•
Total Assets	20	2871	•	28	136	362	648	2502	6129	14614	34660	77848	174330	•

Notes and Loans Payable **21**	1541	•	75	•	63	10	4603	2500	4737	15222	32743	21823	•
All Other Liabilities **22**	678	•	3	4	44	88	862	1880	3304	7213	20025	26259	•
Net Worth **23**	653	•	-51	132	255	551	-2962	1750	6573	12224	25081	126247	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.3	7.7	5.5	4.1	1.1	1.2	1.8	2.1	1.4	2.6	•
Quick Ratio **25**	1.0	•	0.1	7.7	1.6	2.7	0.9	0.6	0.9	1.3	0.7	1.7	•
Net Sales to Working Capital **26**	8.3	•	•	•	0.2	5.5	28.6	30.9	8.1	5.8	14.7	3.8	•
Coverage Ratio **27**	2.5	•	•	•	•	•	1.7	3.3	1.1	4.4	2.2	5.9	•
Total Asset Turnover **28**	1.6	•	2.2	•	0.1	2.3	1.5	2.3	1.8	1.6	1.4	1.4	•
Inventory Turnover **29**	•	•	•	•	8.0	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	9.7	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.4	•	•	0.0	0.4	0.2	•	2.5	1.2	1.8	2.1	0.4	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	77.3	•	•	3.1	29.5	15.1	•	71.5	55.0	64.7	67.8	27.6	•
Return on Assets **33**	6.5	•	•	•	•	5.1	5.8	13.0	2.5	12.9	5.8	11.5	•
Return on Equity **34**	12.8	•	•	•	•	4.6	•	25.3	•	24.2	5.2	12.6	•
Return Before Interest on Equity **35**	28.7	•	•	•	•	6.0	•	•	5.5	•	17.9	15.9	•
Profit Margin, Before Income Tax **36**	2.5	•	•	•	•	2.2	1.6	3.9	0.2	6.5	2.2	6.9	•
Profit Margin, After Income Tax **37**	1.8	•	•	•	•	1.8	0.8	3.1	•	5.5	1.2	6.6	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	79.9	73.8	71.8	73.5	79.1	78.2	77.9	74.0	78.4	76.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	0.2	•	•	0.5	2.3	2.6	•	2.8	0.7	2.6
Average Net Receivables ($) **41**	892	1177	1375	1336	494	673	540	381	601	589
Average Inventories ($) **42**	402	283	380	479	280	460	365	242	342	344
Average Net Worth ($) **43**	1720	1732	1717	1597	923	1159	741	684	370	653
Current Ratio (x1) **44**	1.3	1.5	1.4	1.4	1.6	1.5	1.1	1.5	1.3	1.6
Quick Ratio (x1) **45**	0.7	1.1	1.0	0.9	1.0	0.8	0.6	0.9	0.8	1.0
Coverage Ratio (x1) **46**	6.4	2.9	1.4	3.1	2.1	1.9	0.5	2.4	1.3	2.5
Asset Turnover (x1) **47**	1.5	1.1	1.2	1.2	2.0	1.8	1.6	1.7	1.7	1.6
Total Liabilities/Net Worth (x1) **48**	1.3	1.2	1.5	2.0	1.4	1.7	3.0	1.6	6.6	3.4
Return on Assets (x1) **49**	13.8	7.4	3.7	8.6	8.2	6.7	2.3	5.8	3.1	6.5
Return on Equity (%) **50**	14.2	7.1	2.0	12.7	9.0	6.1	•	5.3	•	12.8

PETROLEUM AND COAL PRODUCTS, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	532	•	202	•	62	37	132	50	34	8	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	4174104	•	16222	•	3116	44768	568809	737414	1175398	428034	•	•	•
Portfolio Income	3	24104	•	•	•	•	875	2916	1536	3495	12713	•	•	•
Other Revenues	4	58779	•	•	•	•	87	5718	16919	9214	13013	•	•	•
Total Revenues	5	4256987	•	16222	•	3116	45730	577443	755869	1188107	453760	•	•	•
Average Total Revenues	6	8002	•	80	•	50	1236	4375	15117	34944	56720	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.6	•	51.5	•	53.9	65.9	68.3	77.1	76.9	76.7	•	•	•
Salaries and Wages	8	4.4	•	•	•	•	•	5.7	4.7	5.3	4.0	•	•	•
Taxes Paid	9	1.7	•	1.4	•	1.1	1.5	2.1	2.1	1.6	1.5	•	•	•
Interest Paid	10	1.4	•	•	•	•	0.1	2.1	1.0	1.0	1.9	•	•	•
Depreciation, Depletion, Amortization	11	2.8	•	•	•	•	2.8	5.1	2.0	2.2	2.6	•	•	•
Pensions and Other Benefits	12	1.2	•	•	•	•	2.5	1.3	1.0	1.4	1.0	•	•	•
Other	13	8.0	•	4.2	•	5.7	12.3	7.1	7.0	8.7	10.1	•	•	•
Officers Compensation	14	1.9	•	42.4	•	•	10.6	2.5	2.1	1.8	1.8	•	•	•
Operating Margin	15	3.1	•	0.5	•	39.5	4.3	5.8	3.1	1.2	0.5	•	•	•
Oper. Margin Before Officers Compensation	16	5.0	•	42.9	•	39.5	14.8	8.3	5.2	2.9	2.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	933	•	•	•	5	•	671	1099	2846	6129	•	•	•
Inventories	18	569	•	•	•	•	29	173	860	2516	6239	•	•	•
Net Property, Plant and Equipment	19	1505	•	•	•	72	220	1079	1841	5338	12237	•	•	•
Total Assets	20	4324	•	6	•	399	619	2404	5871	15034	34660	•	•	•

Notes and Loans Payable **21**	1289	•	•	•	•	•	1052	1971	4362	15222	•	•	•
All Other Liabilities **22**	863	•	3	•	47	40	393	1883	2788	7213	•	•	•
Net Worth **23**	2172	•	3	•	352	579	960	2016	7883	12224	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	1.8	•	7.0	6.5	2.2	1.3	2.2	2.1	•	•	•
Quick Ratio **25**	1.2	•	1.8	•	0.1	5.7	1.8	0.6	1.4	1.3	•	•	•
Net Sales to Working Capital **26**	7.0	•	31.9	•	0.2	5.6	6.2	24.4	8.3	5.8	•	•	•
Coverage Ratio **27**	4.7	•	•	•	•	•	4.5	6.5	3.2	4.4	•	•	•
Total Asset Turnover **28**	1.8	•	13.8	•	0.1	2.0	1.8	2.5	2.3	1.6	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	1.3	•	0.1	0.1	1.5	1.9	0.9	1.8	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.8	•	56.9	•	11.7	6.5	60.1	65.7	47.6	64.7	•	•	•
Return on Assets **33**	11.8	•	7.1	•	5.0	12.8	16.9	16.5	7.5	12.9	•	•	•
Return on Equity **34**	15.9	•	14.0	•	5.6	11.2	29.1	34.9	8.0	24.2	•	•	•
Return Before Interest on Equity **35**	23.5	•	16.6	•	5.6	13.6	•	•	14.4	•	•	•	•
Profit Margin, Before Income Tax **36**	5.1	•	0.5	•	•	6.4	7.3	5.6	2.3	6.5	•	•	•
Profit Margin, After Income Tax **37**	4.4	•	0.4	•	•	5.4	6.5	4.8	1.8	5.5	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	82.2	70.3	74.2	72.4	79.4	77.0	74.8	71.1	74.9	75.6
Operating Margin (%) **39**	0.7	3.2	2.5	0.6	1.9	2.8	1.6	4.3	2.9	3.1
Oper. Margin Before Officers Comp. (%) **40**	2.4	5.8	6.0	3.2	4.6	5.6	5.3	6.8	4.7	5.0
Average Net Receivables ($) **41**	635	938	427	708	402	491	463	752	751	933
Average Inventories ($) **42**	371	308	277	380	255	371	290	458	431	569
Average Net Worth ($) **43**	1786	1573	1242	1251	905	1274	1006	1821	1703	2172
Current Ratio (×1) **44**	1.3	1.6	1.5	1.8	1.8	1.9	1.9	2.0	1.7	2.0
Quick Ratio (×1) **45**	0.6	1.1	0.9	1.1	1.1	1.1	1.2	1.3	1.1	1.2
Coverage Ratio (×1) **46**	11.4	6.9	4.1	4.7	3.9	4.5	3.5	6.6	5.4	4.7
Asset Turnover (×1) **47**	1.6	1.6	1.9	1.6	2.4	2.1	1.9	1.9	2.0	1.8
Operating Leverage **48**	0.5	4.4	0.8	0.2	3.5	1.5	0.6	2.7	0.7	1.1
Financial Leverage **49**	1.2	1.1	1.1	0.9	1.1	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	0.5	4.8	0.9	0.2	3.8	1.4	0.6	3.1	0.7	1.1

RUBBER PRODUCTS;PLASTIC FOOTWEAR, HOSE AND BELTING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1592	14	202	309	124	228	487	91	61	36	16	9	13
Revenues ($ in Thousands)														
Net Sales	2	38286802	91335	10833	100001	151747	392673	2987638	1266197	1658770	2140116	1801036	1656106	26030350
Portfolio Income	3	997538	31	•	•	369	19934	8623	605	12781	19355	3335	39888	892618
Other Revenues	4	621766	58	•	•	165	390	2222	14428	13621	21380	10481	33227	525794
Total Revenues	5	39906106	91424	10833	100001	152281	412997	2998483	1281230	1685172	2180851	1814852	1729221	27448762
Average Total Revenues	6	25067	6530	54	324	1228	1811	6157	14079	27626	60579	113428	192136	2111443
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.6	89.1	53.5	56.1	53.0	53.1	64.6	70.4	69.9	70.0	74.5	77.9	65.2
Salaries and Wages	8	6.3	3.9	•	3.4	2.9	9.9	5.4	5.7	5.3	5.6	4.8	4.2	6.8
Taxes Paid	9	2.0	1.2	•	4.3	4.4	2.9	2.5	2.3	2.1	2.3	2.2	1.1	1.9
Interest Paid	10	2.8	2.5	2.5	0.4	0.2	1.4	1.1	1.7	1.4	1.7	1.7	2.9	3.3
Depreciation, Depletion, Amortization	11	3.5	1.0	12.7	2.7	1.7	4.6	2.3	2.7	2.7	3.1	2.8	3.3	3.9
Pensions and Other Benefits	12	5.1	2.2	8.9	3.1	3.1	0.5	2.0	2.5	2.6	2.0	2.6	3.4	6.3
Other	13	13.6	4.3	37.1	17.8	15.8	11.7	13.7	9.7	8.3	10.1	7.1	9.8	15.2
Officers Compensation	14	1.0	1.0	•	16.1	17.7	14.1	4.7	2.6	1.8	1.2	1.0	0.5	0.2
Operating Margin	15	•	•	•	•	1.4	1.8	3.8	2.5	5.9	4.1	3.4	•	•
Oper. Margin Before Officers Compensation	16	0.2	•	•	12.3	19.1	15.9	8.5	5.0	7.7	5.3	4.4	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3438	•	1	31	154	219	779	1931	3797	9104	16134	26723	290860
Inventories	18	2956	•	1	19	90	119	730	2006	3151	8625	16492	27306	239336
Net Property, Plant and Equipment	19	6622	•	37	61	30	204	683	2475	4528	10669	19849	41248	658409
Total Assets	20	20014	•	42	178	351	679	2455	7439	15496	35828	64753	158962	1925066

Notes and Loans Payable **21**	5125	•	49	116	71	484	799	2829	4309	9967	24870	65354	441549
All Other Liabilities **22**	7747	•	1	97	77	132	623	1757	4182	12318	18024	68377	784393
Net Worth **23**	7142	•	-7	-36	203	63	1032	2853	7005	13542	21859	25232	699124

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.2	1.0	3.1	2.5	1.9	1.8	1.7	1.6	1.6	1.1	1.3
Quick Ratio **25**	0.7	•	0.1	0.8	2.1	1.8	1.0	0.9	0.9	0.8	0.8	0.5	0.6
Net Sales to Working Capital **26**	12.2	•	•	•	5.7	6.4	7.2	6.6	8.2	8.3	7.9	35.1	15.3
Coverage Ratio **27**	2.4	•	•	•	9.9	6.1	4.9	3.2	6.4	4.6	3.4	1.5	2.1
Total Asset Turnover **28**	1.2	•	1.3	1.8	3.5	2.5	2.5	1.9	1.8	1.7	1.7	1.2	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	9.8	•	9.7	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	•	0.7	9.8	1.4	1.6	1.2	1.7	2.0	5.3	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.3	•	•	•	42.2	90.8	58.0	61.7	54.8	62.2	66.3	84.1	63.7
Return on Assets **33**	7.8	•	•	•	6.8	21.1	13.1	10.0	15.6	12.9	10.2	5.0	7.0
Return on Equity **34**	7.9	•	•	34.5	8.6	•	20.6	15.4	25.3	20.7	12.3	2.1	5.3
Return Before Interest on Equity **35**	21.9	•	•	30.9	11.8	•	31.2	26.1	34.5	34.2	30.3	31.6	19.2
Profit Margin, Before Income Tax **36**	3.7	•	•	•	1.8	6.9	4.2	3.7	7.5	6.1	4.2	1.4	3.4
Profit Margin, After Income Tax **37**	2.3	•	•	•	1.4	5.3	3.5	3.2	6.5	4.7	2.4	0.3	1.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.9	66.6	68.0	70.5	68.7	68.1	68.2	67.1	67.3	66.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.3	•	•	•	•	•	•	0.2
Average Net Receivables ($) **41**	3415	2481	2226	2492	1751	2363	2892	2875	4342	3438
Average Inventories ($) **42**	2452	1902	1773	2027	1794	2298	2477	2290	3018	2956
Average Net Worth ($) **43**	7573	6266	3723	4512	4080	5154	6418	5070	6776	7142
Current Ratio (×1) **44**	1.4	1.4	1.2	1.0	1.2	1.2	1.3	1.2	1.4	1.4
Quick Ratio (×1) **45**	0.8	0.8	0.7	0.5	0.6	0.6	0.7	0.6	0.8	0.7
Coverage Ratio (×1) **46**	2.9	2.1	3.3	2.2	1.8	1.4	1.3	2.0	2.2	2.4
Asset Turnover (×1) **47**	1.2	1.2	1.3	1.1	1.2	1.1	1.1	1.1	1.1	1.2
Total Liabilities/Net Worth (×1) **48**	1.3	1.2	2.3	2.3	1.8	2.0	1.8	2.3	2.1	1.8
Return on Assets (×1) **49**	7.7	8.1	13.6	9.3	8.7	5.3	6.1	7.0	6.9	7.8
Return on Equity (%) **50**	6.3	5.6	19.8	10.8	6.4	1.0	0.4	6.2	5.6	7.9

RUBBER PRODUCTS;P LASTIC FOOTWEAR, HOSE AND BELTING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1023	•	•	•	62	209	404	55	54	31	13	5	9
Revenues ($ in Thousands)														
Net Sales	2	29671820	•	•	•	58514	376070	2621161	868692	1547952	2001203	1601972	927075	19541116
Portfolio Income	3	693277	•	•	•	30	19934	8308	445	12289	19292	3195	6920	622865
Other Revenues	4	437133	•	•	•	47	390	2107	12397	12734	20566	9685	26479	352670
Total Revenues	5	30802230	•	•	•	58591	396394	2631576	881534	1572975	2041061	1614852	960474	20516651
Average Total Revenues	6	30110	•	•	•	945	1897	6514	16028	29129	65841	124219	192095	2279628
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.8	•	•	•	46.2	52.8	63.5	69.7	70.2	69.5	73.5	81.6	64.2
Salaries and Wages	8	6.7	•	•	•	7.5	9.4	5.3	6.0	5.3	5.6	4.5	2.5	7.5
Taxes Paid	9	1.8	•	•	•	5.5	2.9	2.5	2.1	2.1	2.2	2.4	0.9	1.6
Interest Paid	10	1.8	•	•	•	0.5	1.4	0.8	0.7	1.3	1.6	1.4	1.9	2.1
Depreciation, Depletion, Amortization	11	3.2	•	•	•	3.9	4.1	1.7	1.9	2.7	2.9	2.5	3.4	3.5
Pensions and Other Benefits	12	4.3	•	•	•	6.0	0.5	2.0	2.9	2.6	1.9	2.5	2.0	5.4
Other	13	13.3	•	•	•	18.8	11.3	13.7	7.9	7.6	10.6	6.8	5.3	15.1
Officers Compensation	14	1.1	•	•	•	6.1	14.7	5.0	2.7	1.7	1.1	1.1	0.3	0.2
Operating Margin	15	2.0	•	•	•	5.5	2.9	5.6	6.2	6.6	4.6	5.3	2.2	0.4
Oper. Margin Before Officers Compensation	16	3.1	•	•	•	11.7	17.6	10.6	8.9	8.3	5.7	6.4	2.5	0.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4184	•	•	•	99	235	840	2111	4074	9428	18210	26789	319698
Inventories	18	3148	•	•	•	42	115	752	2409	3380	8028	17363	28110	217132
Net Property, Plant and Equipment	19	7401	•	•	•	53	181	665	1925	4621	11058	19980	44233	675175
Total Assets	20	23351	•	•	•	307	677	2495	7394	16198	35601	66063	151521	2075247

Notes and Loans Payable **21**	4924	•	•	•	71	428	672	1681	4573	9411	22540	48780	389323
All Other Liabilities **22**	8179	•	•	•	48	129	574	1424	4166	12015	19508	44892	772359
Net Worth **23**	10248	•	•	•	188	120	1249	4289	7459	14175	24015	57849	913565

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	•	2.6	2.6	2.2	3.1	1.6	1.5	1.6	2.1	1.4
Quick Ratio **25**	0.8	•	•	•	1.9	1.9	1.2	1.6	0.9	0.8	0.8	1.0	0.7
Net Sales to Working Capital **26**	9.9	•	•	•	6.3	6.2	6.3	4.5	8.6	10.0	8.0	6.0	12.6
Coverage Ratio **27**	4.5	•	•	•	12.0	7.1	8.2	11.5	7.2	5.1	5.4	4.2	3.9
Total Asset Turnover **28**	1.3	•	•	•	3.1	2.7	2.6	2.1	1.8	1.8	1.9	1.2	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	9.1	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	•	0.6	4.7	1.0	0.7	1.2	1.5	1.8	1.6	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	56.1	•	•	•	38.8	82.3	49.9	42.0	54.0	60.2	63.7	61.8	56.0
Return on Assets **33**	10.1	•	•	•	19.0	25.5	17.7	17.9	16.9	14.9	14.0	9.4	8.6
Return on Equity **34**	12.8	•	•	•	24.0	•	26.9	25.4	27.6	23.6	21.0	12.3	9.6
Return Before Interest on Equity **35**	23.0	•	•	•	31.0	•	•	30.8	•	•	•	24.6	19.5
Profit Margin, Before Income Tax **36**	6.3	•	•	•	5.7	8.3	6.0	7.6	8.2	6.6	6.1	5.9	6.1
Profit Margin, After Income Tax **37**	4.5	•	•	•	4.8	6.6	5.2	6.9	7.2	5.2	4.1	3.8	4.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	66.0	67.5	69.3	66.1	65.5	63.8	63.7	65.8	65.8
Operating Margin (%) **39**	•	•	•	•	0.5	4.2	1.8	2.3	1.7	2.0
Oper. Margin Before Officers Comp. (%) **40**	0.5	•	0.7	•	1.7	6.6	3.1	3.5	2.8	3.1
Average Net Receivables ($) **41**	3344	3598	3045	3429	1932	1204	1848	1504	2923	4184
Average Inventories ($) **42**	2159	2649	2450	2936	2036	954	1593	1275	2345	3148
Average Net Worth ($) **43**	8017	9711	5219	6428	4761	3285	5425	3640	7030	10248
Current Ratio (×1) **44**	1.5	1.4	1.2	1.3	1.6	2.3	1.9	1.9	1.3	1.5
Quick Ratio (×1) **45**	0.9	0.8	0.7	0.7	0.8	1.4	1.0	1.0	0.7	0.8
Coverage Ratio (×1) **46**	5.2	2.4	3.5	2.9	3.1	5.9	3.4	4.8	4.7	4.5
Asset Turnover (×1) **47**	1.2	1.2	1.3	1.2	1.4	1.4	1.4	1.4	1.3	1.3
Operating Leverage **48**	•	3.9	0.3	2.6	•	9.2	0.4	1.3	0.7	1.2
Financial Leverage **49**	1.2	0.7	1.3	1.0	1.0	1.3	0.8	1.2	1.0	1.0
Total Leverage **50**	•	2.7	0.3	2.5	•	11.7	0.4	1.5	0.7	1.3

MISCELLANEOUS PLASTICS PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	10370	139	3010	1384	1337	1532	1918	496	312	126	65	36	15
Revenues ($ in Thousands)														
Net Sales	2	59338415	567122	271757	807401	1337790	2491455	9501200	6874022	8379258	7429633	6569865	6485445	8623469
Portfolio Income	3	435662	12781	•	104	3148	12480	26375	23952	24753	47186	38845	51631	194405
Other Revenues	4	659114	3952	556	1808	1256	16827	53457	53121	52461	42208	65305	79416	288748
Total Revenues	5	60433191	583855	272313	809313	1342194	2520762	9581032	6951095	8456472	7519027	6674015	6616492	9106622
Average Total Revenues	6	5828	4200	90	585	1004	1645	4995	14014	27104	59675	102677	183791	607108
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.7	72.2	43.7	54.3	61.3	65.8	69.1	73.0	71.6	71.9	71.0	72.6	65.6
Salaries and Wages	8	4.7	2.2	19.1	3.9	8.0	5.5	4.6	3.9	4.5	4.4	4.2	4.7	5.6
Taxes Paid	9	2.2	3.6	4.1	3.6	3.3	3.0	2.7	2.3	2.2	2.1	1.9	1.7	1.8
Interest Paid	10	2.0	2.1	0.6	1.1	1.3	1.7	1.2	1.7	1.3	1.6	2.3	2.6	3.6
Depreciation, Depletion, Amortization	11	4.0	2.9	3.0	2.7	1.5	3.6	3.5	3.9	3.7	3.9	4.5	4.2	4.9
Pensions and Other Benefits	12	1.7	0.7	0.6	1.8	1.2	1.5	1.8	1.7	1.8	1.9	1.7	1.8	1.7
Other	13	10.6	13.1	20.9	18.8	16.7	13.6	9.8	7.4	7.4	7.6	10.3	9.5	17.8
Officers Compensation	14	2.4	0.9	6.4	9.5	6.7	7.0	4.2	2.8	2.2	1.3	1.1	0.8	0.4
Operating Margin	15	2.7	2.4	1.8	4.4	•	•	3.1	3.3	5.3	5.5	3.2	2.1	•
Oper. Margin Before Officers Compensation	16	5.1	3.3	8.1	14.0	6.8	5.4	7.3	6.1	7.5	6.8	4.3	2.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	761	•	6	52	117	215	600	1863	3611	8326	14666	26482	77071
Inventories	18	628	•	4	20	75	150	484	1326	3091	6601	11146	24610	76413
Net Property, Plant and Equipment	19	1253	•	8	45	65	223	875	2842	5760	12743	27104	51256	158556
Total Assets	20	3556	•	23	146	379	736	2417	7100	15468	35398	71269	148312	503561

Notes and Loans Payable **21**	1313	•	26	61	130	340	809	2598	4868	10589	31253	60944	189619
All Other Liabilities **22**	948	•	9	29	125	235	641	2033	3628	9801	16644	35356	151628
Net Worth **23**	1295	•	-12	56	125	162	968	2470	6973	15008	23371	52013	162314

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.2	2.4	1.9	1.6	1.7	1.4	1.6	1.5	1.4	1.8	1.3
Quick Ratio **25**	0.9	•	0.7	1.9	1.3	1.1	1.0	0.9	0.9	0.8	0.8	0.9	0.6
Net Sales to Working Capital **26**	9.8	•	41.7	10.3	8.0	9.3	8.8	12.3	9.0	10.1	10.4	6.9	12.6
Coverage Ratio **27**	3.4	3.6	4.2	5.4	1.3	0.8	4.2	3.6	5.7	5.2	3.1	2.6	2.4
Total Asset Turnover **28**	1.6	•	4.0	4.0	2.6	2.2	2.1	2.0	1.7	1.7	1.4	1.2	1.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	9.9
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	1.6	2.0	3.6	1.5	1.9	1.2	1.4	2.1	1.9	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.6	•	•	61.9	67.1	78.1	60.0	65.2	54.9	57.6	67.2	64.9	67.8
Return on Assets **33**	10.7	•	10.2	22.8	4.4	2.8	10.5	12.0	13.1	13.6	9.9	8.2	9.8
Return on Equity **34**	16.4	•	•	•	1.7	•	17.3	21.1	21.0	21.4	15.4	10.7	11.7
Return Before Interest on Equity **35**	29.3	•	•	•	13.3	12.9	26.2	34.4	29.0	32.2	30.2	23.5	30.4
Profit Margin, Before Income Tax **36**	4.7	5.4	2.0	4.7	0.4	•	3.9	4.4	6.2	6.6	4.7	4.2	5.0
Profit Margin, After Income Tax **37**	3.7	2.8	1.7	4.2	0.2	•	3.4	3.8	5.5	5.5	3.6	3.1	3.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	68.4	70.4	71.3	71.1	70.5	69.7	69.0	69.0	69.7
Operating Margin (%) **39**	1.7	0.9	1.1	1.0	0.9	0.3	0.8	1.5	2.2	2.7
Oper. Margin Before Officers Comp. (%) **40**	4.9	3.9	3.7	3.8	3.4	2.9	3.4	4.2	4.7	5.1
Average Net Receivables ($) **41**	389	430	487	497	531	616	627	656	745	761
Average Inventories ($) **42**	315	314	381	419	421	485	504	540	588	628
Average Net Worth ($) **43**	682	599	769	799	896	875	1093	1124	1270	1295
Current Ratio (x1) **44**	1.6	1.6	1.7	1.6	1.6	1.5	1.5	1.5	1.5	1.5
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.8	0.9	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (x1) **46**	3.0	2.3	2.7	2.9	2.5	2.0	2.5	2.5	2.9	3.4
Asset Turnover (x1) **47**	1.7	1.6	1.7	1.7	1.5	1.5	1.5	1.5	1.5	1.6
Total Liabilities/Net Worth (x1) **48**	1.5	2.0	1.7	1.7	1.7	2.2	1.8	1.9	1.8	1.8
Return on Assets (x1) **49**	9.7	8.7	9.0	9.8	9.7	9.0	9.7	9.5	10.0	10.7
Return on Equity (%) **50**	8.5	7.7	10.2	13.1	11.5	10.3	11.6	12.9	14.5	16.4

MISCELLANEOUS PLASTICS PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6930	•	1313	•	968	894	1396	370	280	109	47	30	11
Revenues ($ in Thousands)														
Net Sales	2	49143578	•	181631	•	1086475	1577157	7293773	5137033	7495841	6467675	5121484	5816348	7671343
Portfolio Income	3	383395	•	•	•	3033	7074	18557	19284	23321	42006	27430	50704	179188
Other Revenues	4	581410	•	24	•	659	3234	39129	46234	49704	35299	55754	62586	284669
Total Revenues	5	50108383	•	181655	•	1090167	1587465	7351459	5202551	7568866	6544980	5204668	5929638	8135200
Average Total Revenues	6	7231	•	138	•	1126	1776	5266	14061	27032	60046	110738	197655	739564
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.6	•	33.9	•	60.8	63.0	67.1	71.2	71.1	71.3	69.4	71.9	65.2
Salaries and Wages	8	4.7	•	13.3	•	7.9	4.6	4.6	3.9	4.1	4.5	4.0	4.8	5.9
Taxes Paid	9	2.3	•	3.8	•	3.5	3.1	2.7	2.3	2.2	2.1	1.9	1.8	2.0
Interest Paid	10	1.8	•	•	•	0.7	1.2	1.0	1.5	1.3	1.4	1.9	2.5	3.1
Depreciation, Depletion, Amortization	11	3.8	•	2.6	•	1.3	2.9	3.3	3.8	3.7	3.8	4.3	3.9	4.6
Pensions and Other Benefits	12	1.8	•	•	•	1.4	1.9	1.8	1.8	2.0	1.7	1.7	1.7	1.8
Other	13	10.1	•	22.3	•	14.4	10.4	9.0	7.0	6.7	7.3	10.0	9.3	17.5
Officers Compensation	14	2.3	•	3.4	•	5.9	7.9	4.3	2.8	2.3	1.3	1.1	0.8	0.3
Operating Margin	15	4.9	•	20.7	•	4.1	5.0	6.1	5.9	6.6	6.7	5.7	3.4	•
Oper. Margin Before Officers Compensation	16	7.1	•	24.1	•	10.0	12.9	10.5	8.7	8.9	8.0	6.8	4.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	928	•	7	•	121	220	663	1946	3561	8257	15178	27334	87046
Inventories	18	764	•	1	•	62	148	491	1356	3063	6627	11883	25321	89661
Net Property, Plant and Equipment	19	1453	•	6	•	68	196	822	2897	5686	12484	28168	49063	162818
Total Assets	20	4249	•	17	•	374	705	2475	7205	15385	35422	71024	149354	556370

Notes and Loans Payable **21**	1394	•	5	•	67	241	650	2217	4619	10158	28734	57216	190096
All Other Liabilities **22**	1094	•	4	•	109	237	632	2045	3581	9420	14452	35613	163649
Net Worth **23**	1762	•	8	•	198	227	1194	2943	7185	15844	27838	56525	202625

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.6	•	2.4	1.8	2.0	1.6	1.7	1.6	1.6	1.8	1.4
Quick Ratio **25**	1.0	•	2.3	•	1.8	1.2	1.2	1.0	1.0	0.9	0.8	0.9	0.7
Net Sales to Working Capital **26**	8.6	•	22.2	•	7.2	8.1	7.1	9.2	8.1	9.0	9.2	6.8	11.8
Coverage Ratio **27**	5.0	•	•	•	7.1	5.7	7.7	5.7	6.8	6.8	4.8	3.2	3.0
Total Asset Turnover **28**	1.7	•	8.0	•	3.0	2.5	2.1	1.9	1.8	1.7	1.5	1.3	1.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	1.1	•	0.9	2.1	1.1	1.5	1.2	1.2	1.6	1.7	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.5	•	51.7	•	47.2	67.9	51.8	59.2	53.3	55.3	60.8	62.2	63.6
Return on Assets **33**	14.5	•	•	•	15.5	17.2	16.7	16.7	15.4	15.4	14.3	10.3	11.9
Return on Equity **34**	23.2	•	•	•	23.8	38.7	27.1	29.7	24.9	24.3	22.9	14.4	15.3
Return Before Interest on Equity **35**	34.9	•	•	•	29.3	•	34.5	•	32.9	34.3	•	27.1	32.7
Profit Margin, Before Income Tax **36**	6.9	•	20.7	•	4.4	5.7	6.9	7.2	7.6	7.8	7.4	5.4	6.4
Profit Margin, After Income Tax **37**	5.8	•	20.3	•	4.2	5.0	6.2	6.3	6.7	6.5	5.8	4.2	4.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.5	67.4	68.7	69.9	69.4	68.0	67.8	67.4	68.4	68.6
Operating Margin (%) **39**	4.6	4.1	3.6	3.4	3.4	3.9	3.7	4.1	4.6	4.9
Oper. Margin Before Officers Comp. (%) **40**	8.0	7.0	6.2	6.4	6.0	6.5	6.2	6.9	7.1	7.1
Average Net Receivables ($) **41**	480	450	584	601	667	891	814	799	883	928
Average Inventories ($) **42**	386	330	463	522	513	703	654	640	669	764
Average Net Worth ($) **43**	942	706	1088	1098	1293	1598	1618	1598	1603	1762
Current Ratio (×1) **44**	1.8	1.7	1.9	1.7	1.8	1.8	1.7	1.7	1.7	1.7
Quick Ratio (×1) **45**	1.0	1.0	1.0	0.9	1.0	1.0	1.0	1.0	1.0	1.0
Coverage Ratio (×1) **46**	5.3	4.3	4.6	4.8	4.3	4.4	4.5	4.8	5.0	5.0
Asset Turnover (×1) **47**	1.8	1.8	1.7	1.8	1.6	1.6	1.6	1.7	1.7	1.7
Operating Leverage **48**	1.1	0.9	0.9	1.0	1.0	1.2	1.0	1.1	1.1	1.1
Financial Leverage **49**	1.0	1.0	1.2	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	1.1	0.9	1.0	1.0	1.0	1.2	1.0	1.2	1.1	1.1

FOOTWEAR, EXCEPT RUBBER

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	276	73	•	114	•	•	32	•	24	12	10	3	7
Revenues ($ in Thousands)														
Net Sales	2	17648298	•	•	59242	•	•	68317	•	672548	907850	1155072	819830	13965438
Portfolio Income	3	480647	•	•	1356	•	•	3	•	3023	2165	5632	1965	466505
Other Revenues	4	356257	3657	•	3	•	•	38	•	148	2533	15304	12528	322044
Total Revenues	5	18485202	3657	•	60601	•	•	68358	•	675719	912548	1176008	834323	14753987
Average Total Revenues	6	66975	50	•	532	•	•	2136	•	28155	76046	117601	278108	2107712
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.3	•	•	59.9	•	•	66.1	•	78.2	68.1	65.8	65.5	69.5
Salaries and Wages	8	6.5	•	•	3.3	•	•	•	•	2.4	3.5	8.1	7.5	6.7
Taxes Paid	9	3.0	•	•	3.7	•	•	1.9	•	1.3	1.5	3.0	4.6	3.0
Interest Paid	10	4.9	•	•	2.0	•	•	•	•	0.7	1.0	2.5	0.8	5.9
Depreciation, Depletion, Amortization	11	3.8	•	•	2.2	•	•	2.6	•	1.1	1.0	1.2	1.3	4.5
Pensions and Other Benefits	12	1.4	•	•	•	•	•	0.3	•	1.6	1.8	1.3	1.4	1.3
Other	13	16.0	•	•	22.7	•	•	15.0	•	8.3	17.3	13.3	18.2	16.2
Officers Compensation	14	0.7	•	•	3.0	•	•	8.0	•	1.4	1.7	1.8	0.4	0.5
Operating Margin	15	•	•	•	3.3	•	•	6.0	•	5.1	4.2	3.0	0.4	•
Oper. Margin Before Officers Compensation	16	•	•	•	6.3	•	•	14.0	•	6.5	6.0	4.8	0.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	15782	•	•	10	•	•	309	•	4119	9313	22556	55693	534518
Inventories	18	10138	•	•	93	•	•	246	•	3840	11605	28691	79831	288843
Net Property, Plant and Equipment	19	39036	•	•	69	•	•	69	•	1745	5086	7775	28550	1499664
Total Assets	20	68490	•	•	188	•	•	1340	•	14467	37539	73149	200479	2386879

Notes and Loans Payable **21**	32287	•	•	90	•	•	345	•	2786	10459	23471	64601	1181275
All Other Liabilities **22**	47010	•	•	45	•	•	427	•	2965	9062	15726	49880	1781327
Net Worth **23**	-10808	•	•	53	•	•	568	•	8715	18018	33952	85998	-575723

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	2.5	•	•	2.1	•	3.1	1.8	3.8	1.8	1.3
Quick Ratio **25**	0.8	•	•	0.3	•	•	1.0	•	1.6	0.9	1.8	0.7	0.7
Net Sales to Working Capital **26**	7.4	•	•	7.7	•	•	4.1	•	4.4	6.1	2.8	3.9	9.7
Coverage Ratio **27**	0.9	•	•	3.8	•	•	•	•	8.6	5.7	2.9	3.9	0.7
Total Asset Turnover **28**	0.9	•	•	2.8	•	•	1.6	•	1.9	2.0	1.6	1.4	0.8
Inventory Turnover **29**	8.7	•	•	6.7	•	•	•	•	•	8.9	5.3	4.5	9.6
Receivables Turnover **30**	8.1	•	•	•	•	•	•	•	•	•	•	9.8	7.5
Total Liabilities to Net Worth **31**	•	•	•	2.6	•	•	1.4	•	0.7	1.1	1.2	1.3	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	•	•	•	71.9	•	•	57.6	•	39.8	52.0	53.6	57.1	•
Return on Assets **33**	3.9	•	•	21.1	•	•	9.7	•	12.1	11.4	11.6	4.0	3.4
Return on Equity **34**	7.2	•	•	•	•	•	19.0	•	13.6	17.0	10.5	3.7	7.5
Return Before Interest on Equity **35**	•	•	•	•	•	•	23.0	•	20.1	23.7	24.9	9.3	•
Profit Margin, Before Income Tax **36**	•	•	•	5.6	•	•	6.1	•	5.5	4.7	4.8	2.2	•
Profit Margin, After Income Tax **37**	•	•	•	5.6	•	•	5.1	•	4.2	4.1	3.1	1.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.9	68.2	68.2	68.5	68.4	68.7	67.1	68.8	67.5	69.3
Operating Margin (%) **39**	0.3	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.2	•	•	1.0	•	0.3	•	•	•	•
Average Net Receivables ($) **41**	3312	3724	3989	5964	4484	19598	15082	9006	11554	15782
Average Inventories ($) **42**	3834	4615	5412	8528	2694	11126	8980	5638	7935	10138
Average Net Worth ($) **43**	6221	6354	7287	9545	2330	11156	9622	2857	2351	-10808
Current Ratio (x1) **44**	2.0	2.5	2.4	2.2	2.8	2.4	2.6	2.4	1.8	1.4
Quick Ratio (x1) **45**	1.0	1.3	1.3	1.0	1.7	1.4	1.6	1.4	0.8	0.8
Coverage Ratio (x1) **46**	2.1	2.6	1.9	2.1	1.8	1.9	1.7	1.6	1.2	0.9
Asset Turnover (x1) **47**	1.5	1.2	1.4	1.6	1.4	0.9	1.0	1.0	0.9	0.9
Total Liabilities/Net Worth (x1) **48**	1.2	1.9	1.8	1.8	3.5	5.4	4.9	11.7	20.7	•
Return on Assets (x1) **49**	8.3	9.7	10.7	13.1	10.7	7.0	7.3	6.5	4.5	3.9
Return on Equity (%) **50**	5.5	11.4	9.8	13.6	16.3	15.8	12.6	19.3	2.9	7.2

FOOTWEAR, EXCEPT RUBBER

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	113	•	•	41	•	•	32	•	20	•	•	•	4
Revenues ($ in Thousands)														
Net Sales	2	4562560	•	•	41001	•	•	68317	•	560347	•	•	•	1976213
Portfolio Income	3	25718	•	•	1356	•	•	3	•	3022	•	•	•	12216
Other Revenues	4	88569	•	•	3	•	•	38	•	-80	•	•	•	70377
Total Revenues	5	4676847	•	•	42360	•	•	68358	•	563289	•	•	•	2058806
Average Total Revenues	6	41388	•	•	1033	•	•	2136	•	28164	•	•	•	514702
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.4	•	•	59.8	•	•	66.1	•	76.9	•	•	•	61.8
Salaries and Wages	8	7.3	•	•	•	•	•	•	•	2.1	•	•	•	10.1
Taxes Paid	9	2.6	•	•	2.9	•	•	1.9	•	1.5	•	•	•	3.2
Interest Paid	10	1.3	•	•	0.7	•	•	•	•	0.5	•	•	•	1.6
Depreciation, Depletion, Amortization	11	1.6	•	•	2.6	•	•	2.6	•	0.9	•	•	•	2.1
Pensions and Other Benefits	12	1.6	•	•	•	•	•	0.3	•	1.6	•	•	•	1.4
Other	13	14.6	•	•	14.4	•	•	15.0	•	8.9	•	•	•	16.8
Officers Compensation	14	1.4	•	•	•	•	•	8.0	•	1.5	•	•	•	0.8
Operating Margin	15	4.3	•	•	19.6	•	•	6.0	•	6.2	•	•	•	2.3
Oper. Margin Before Officers Compensation	16	5.7	•	•	19.6	•	•	14.0	•	7.7	•	•	•	3.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8188	•	•	•	•	•	309	•	4267	•	•	•	127131
Inventories	18	8684	•	•	2	•	•	246	•	4125	•	•	•	135234
Net Property, Plant and Equipment	19	3299	•	•	165	•	•	69	•	1185	•	•	•	52552
Total Assets	20	27138	•	•	174	•	•	1340	•	14403	•	•	•	406890

Notes and Loans Payable **21**	3678	•	•	32	•	•	345	•	1384	•	•	•	39009
All Other Liabilities **22**	8527	•	•	•	•	•	427	•	2692	•	•	•	168843
Net Worth **23**	14934	•	•	142	•	•	568	•	10327	•	•	•	199038

Selected Financial Ratios (Times to 1)

Current Ratio **24**	3.0	•	•	•	•	•	2.1	•	4.2	•	•	•	2.9
Quick Ratio **25**	1.6	•	•	•	•	•	1.0	•	2.1	•	•	•	1.5
Net Sales to Working Capital **26**	3.0	•	•	•	•	•	4.1	•	3.7	•	•	•	2.5
Coverage Ratio **27**	6.4	•	•	•	•	•	•	•	14.7	•	•	•	5.1
Total Asset Turnover **28**	1.5	•	•	5.8	•	•	1.6	•	2.0	•	•	•	1.2
Inventory Turnover **29**	6.1	•	•	•	•	•	•	•	•	•	•	•	4.5
Receivables Turnover **30**	9.9	•	•	•	•	•	•	•	•	•	•	•	7.8
Total Liabilities to Net Worth **31**	0.8	•	•	0.2	•	•	1.4	•	0.4	•	•	•	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	45.0	•	•	18.2	•	•	57.6	•	28.3	•	•	•	51.1
Return on Assets **33**	12.0	•	•	•	•	•	9.7	•	14.1	•	•	•	9.8
Return on Equity **34**	13.2	•	•	•	•	•	19.0	•	14.0	•	•	•	10.6
Return Before Interest on Equity **35**	21.8	•	•	•	•	•	23.0	•	19.6	•	•	•	20.0
Profit Margin, Before Income Tax **36**	6.8	•	•	22.9	•	•	6.1	•	6.7	•	•	•	6.5
Profit Margin, After Income Tax **37**	4.9	•	•	22.9	•	•	5.1	•	5.2	•	•	•	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.6	67.1	67.2	67.5	67.3	67.8	66.7	68.4	66.0	65.4
Operating Margin (%) **39**	2.1	0.8	•	0.8	•	0.2	•	•	3.5	4.3
Oper. Margin Before Officers Comp. (%) **40**	3.0	1.8	0.3	1.7	0.2	1.0	•	•	4.6	5.7
Average Net Receivables ($) **41**	7050	4427	6998	6483	22591	26467	15391	9231	8160	8188
Average Inventories ($) **42**	8100	5556	9410	9575	12592	14185	8890	5508	12551	8684
Average Net Worth ($) **43**	14996	8260	13625	11026	12169	14292	9741	2680	17099	14934
Current Ratio (x1) **44**	2.0	2.8	2.5	2.3	3.0	2.4	2.7	2.5	2.6	3.0
Quick Ratio (x1) **45**	1.0	1.5	1.3	1.0	1.9	1.5	1.6	1.5	1.0	1.6
Coverage Ratio (x1) **46**	2.9	3.7	2.2	2.4	2.1	2.1	1.9	1.7	6.5	6.4
Asset Turnover (x1) **47**	1.4	1.2	1.4	1.6	1.4	0.8	1.0	0.9	1.7	1.5
Operating Leverage **48**	0.7	0.4	•	•	•	•	•	1.6	•	1.2
Financial Leverage **49**	1.0	1.2	0.8	1.1	1.0	1.0	0.9	0.9	2.0	1.0
Total Leverage **50**	0.7	0.5	•	•	•	•	•	1.4	•	1.2

LEATHER AND LEATHER PRODUCTS, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1842	•	249	981	73	275	166	71	13	7	•	3	4
Revenues ($ in Thousands)														
Net Sales	2	6439631	•	•	398874	23216	651806	1252480	935550	361878	483349	•	541115	1791362
Portfolio Income	3	61141	•	•	488	•	569	562	8248	1528	1675	•	6931	41139
Other Revenues	4	207453	•	•	721	•	54	1624	17126	4114	4432	•	2055	177329
Total Revenues	5	6708225	•	•	400083	23216	652429	1254666	960924	367520	489456	•	550101	2009830
Average Total Revenues	6	3642	•	•	408	318	2372	7558	13534	28271	69922	•	183367	502458
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.6	•	•	58.6	54.2	61.6	80.3	72.6	66.7	62.9	•	73.9	70.7
Salaries and Wages	8	5.6	•	•	9.2	8.5	5.9	3.2	6.3	8.3	5.3	•	5.9	5.4
Taxes Paid	9	2.1	•	•	2.7	1.2	2.9	1.8	2.0	3.2	1.2	•	1.3	2.2
Interest Paid	10	2.5	•	•	0.6	•	0.6	0.8	1.5	0.6	1.9	•	1.9	6.2
Depreciation, Depletion, Amortization	11	2.4	•	•	0.9	0.5	1.4	1.1	1.2	1.2	0.9	•	1.4	5.5
Pensions and Other Benefits	12	1.5	•	•	1.1	•	1.1	0.4	1.4	1.0	0.8	•	2.4	2.5
Other	13	12.0	•	•	18.7	33.4	16.0	6.4	12.5	16.6	15.9	•	9.7	11.1
Officers Compensation	14	3.6	•	•	5.5	•	5.8	3.9	2.2	1.5	15.7	•	1.3	0.8
Operating Margin	15	•	•	•	2.8	2.3	4.8	2.2	0.3	1.0	•	•	2.2	•
Oper. Margin Before Officers Compensation	16	3.4	•	•	8.3	2.3	10.6	6.1	2.5	2.5	11.0	•	3.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	431	•	•	35	67	211	568	2046	4676	10730	•	27051	59882
Inventories	18	575	•	•	70	175	257	1139	3175	3960	13499	•	32983	62092
Net Property, Plant and Equipment	19	319	•	•	11	6	111	298	1032	1272	3837	•	20461	79750
Total Assets	20	2077	•	1	154	307	674	2391	7381	15623	33436	•	139412	422645

Notes and Loans Payable **21**	845	•	•	57	491	242	591	2426	3114	21828	•	33773	208098
All Other Liabilities **22**	711	•	•	72	39	183	823	2322	3369	6686	•	48444	161908
Net Worth **23**	522	•	1	24	-222	250	976	2633	9140	4922	•	57195	52640

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	1.8	7.8	2.6	1.9	1.8	1.9	1.1	•	1.8	1.4
Quick Ratio **25**	0.8	•	•	0.9	3.3	1.3	0.8	0.8	0.9	0.5	•	0.9	0.7
Net Sales to Working Capital **26**	7.6	•	•	6.6	1.2	7.2	8.2	5.0	5.6	•	•	4.7	12.4
Coverage Ratio **27**	2.6	•	•	6.2	•	9.6	4.0	3.0	4.9	•	•	3.0	2.3
Total Asset Turnover **28**	1.7	•	•	2.7	1.0	3.5	3.2	1.8	1.8	2.1	•	1.3	1.1
Inventory Turnover **29**	8.6	•	•	6.9	2.0	•	•	6.0	9.4	6.4	•	8.1	•
Receivables Turnover **30**	•	•	•	•	9.5	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.0	•	•	5.3	•	1.7	1.5	1.8	0.7	5.8	•	1.4	7.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	74.9	•	•	84.2	•	63.0	59.2	64.3	41.5	85.3	•	59.0	87.6
Return on Assets **33**	10.9	•	•	9.6	2.4	19.2	9.9	7.9	5.5	•	•	7.2	14.8
Return on Equity **34**	21.4	•	•	•	•	•	16.7	12.2	5.8	•	•	7.9	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	24.3	22.2	9.5	•	•	17.4	•
Profit Margin, Before Income Tax **36**	3.9	•	•	3.1	2.3	4.9	2.4	3.0	2.5	•	•	3.7	7.8
Profit Margin, After Income Tax **37**	3.2	•	•	2.9	2.3	4.8	2.2	2.4	1.9	•	•	2.5	6.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.3	76.0	74.8	76.3	75.6	76.6	70.0	70.0	72.8	70.6
Operating Margin (%) **39**	•	0.3	1.8	2.0	1.0	•	1.8	2.2	1.7	•
Oper. Margin Before Officers Comp. (%) **40**	2.7	3.3	4.8	4.9	4.4	3.3	7.4	6.3	5.8	3.4
Average Net Receivables ($) **41**	348	259	437	449	502	379	319	421	322	431
Average Inventories ($) **42**	467	282	462	478	569	469	400	496	399	575
Average Net Worth ($) **43**	605	382	571	587	702	633	515	598	422	522
Current Ratio (x1) **44**	1.7	1.8	1.8	1.8	1.8	1.8	2.0	1.7	1.6	1.6
Quick Ratio (x1) **45**	0.8	0.9	1.0	0.9	0.9	0.9	1.0	0.9	0.8	0.8
Coverage Ratio (x1) **46**	1.7	2.3	3.8	3.6	2.3	2.2	3.7	4.2	4.6	2.6
Asset Turnover (x1) **47**	2.1	2.2	2.1	1.9	2.0	2.0	2.0	2.2	1.9	1.7
Total Liabilities/Net Worth (x1) **48**	1.4	1.5	1.6	1.6	1.6	1.5	1.5	1.7	2.1	3.0
Return on Assets (x1) **49**	5.3	6.2	9.5	10.4	8.3	7.3	8.9	10.4	8.9	10.9
Return on Equity (%) **50**	0.9	4.4	13.2	15.6	7.7	6.3	12.1	16.3	16.0	21.4

LEATHER AND LEATHER PRODUCTS, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1286	•	•	705	73	275	145	68	9	3	•	3	4
Revenues ($ in Thousands)														
Net Sales	2	5992230	•	•	307749	23216	651806	1120656	880608	292698	383019	•	541115	1791362
Portfolio Income	3	51343	•	•	451	•	569	562	821	686	183	•	6931	41139
Other Revenues	4	206142	•	•	720	•	54	1624	16752	3602	4008	•	2055	177329
Total Revenues	5	6249715	•	•	308920	23216	652429	1122842	898181	296986	387210	•	550101	2009830
Average Total Revenues	6	4860	•	•	438	318	2372	7744	13209	32998	129070	•	183367	502458
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.3	•	•	51.9	54.2	61.6	79.6	69.7	63.2	58.0	•	73.9	70.7
Salaries and Wages	8	5.7	•	•	10.6	8.5	5.9	3.3	6.6	8.2	4.7	•	5.9	5.4
Taxes Paid	9	2.1	•	•	2.1	1.2	2.9	1.9	2.1	3.7	1.1	•	1.3	2.2
Interest Paid	10	2.5	•	•	0.7	•	0.6	0.6	1.4	0.4	0.8	•	1.9	6.2
Depreciation, Depletion, Amortization	11	2.5	•	•	0.9	0.5	1.4	1.2	1.2	1.3	0.6	•	1.4	5.5
Pensions and Other Benefits	12	1.5	•	•	0.6	•	1.1	0.4	1.4	1.0	0.4	•	2.4	2.5
Other	13	12.2	•	•	20.4	33.4	16.0	6.5	13.1	18.3	15.8	•	9.7	11.1
Officers Compensation	14	3.6	•	•	4.5	•	5.8	4.0	2.4	1.3	19.1	•	1.3	0.8
Operating Margin	15	0.8	•	•	8.4	2.3	4.8	2.6	2.2	2.6	•	•	2.2	•
Oper. Margin Before Officers Compensation	16	4.3	•	•	12.9	2.3	10.6	6.6	4.6	3.9	18.7	•	3.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	558	•	•	29	67	211	532	2126	5482	13991	•	27051	59882
Inventories	18	738	•	•	80	175	257	1028	3315	2790	20648	•	32983	62092
Net Property, Plant and Equipment	19	433	•	•	11	6	111	335	895	1655	4309	•	20461	79750
Total Assets	20	2782	•	•	160	307	674	2290	7510	17987	47849	•	139412	422645

Notes and Loans Payable **21**	1094	•	•	48	491	242	513	2421	2507	25305	•	33773	208098
All Other Liabilities **22**	929	•	•	78	39	183	767	1888	3634	7224	•	48444	161908
Net Worth **23**	758	•	•	34	-222	250	1010	3201	11846	15321	•	57195	52640

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	1.8	7.8	2.6	2.1	2.1	1.9	1.3	•	1.8	1.4
Quick Ratio **25**	0.8	•	•	0.8	3.3	1.3	1.0	0.9	1.0	0.5	•	0.9	0.7
Net Sales to Working Capital **26**	7.1	•	•	6.8	1.2	7.2	7.8	4.2	6.2	15.1	•	4.7	12.4
Coverage Ratio **27**	3.0	•	•	13.8	•	9.6	5.7	3.9	10.9	1.9	•	3.0	2.3
Total Asset Turnover **28**	1.7	•	•	2.7	1.0	3.5	3.4	1.7	1.8	2.7	•	1.3	1.1
Inventory Turnover **29**	8.8	•	•	5.7	2.0	•	•	5.5	•	7.2	•	8.1	•
Receivables Turnover **30**	•	•	•	•	9.5	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.7	•	•	3.7	•	1.7	1.3	1.4	0.5	2.1	•	1.4	7.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.8	•	•	78.7	•	63.0	55.9	57.4	34.2	68.0	•	59.0	87.6
Return on Assets **33**	12.6	•	•	25.8	2.4	19.2	11.3	9.7	7.9	4.0	•	7.2	14.8
Return on Equity **34**	26.0	•	•	•	•	•	19.3	14.7	9.0	5.1	•	7.9	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	25.5	22.8	12.0	12.4	•	17.4	•
Profit Margin, Before Income Tax **36**	5.0	•	•	8.8	2.3	4.9	2.8	4.2	4.0	0.7	•	3.7	7.8
Profit Margin, After Income Tax **37**	4.2	•	•	8.5	2.3	4.8	2.5	3.6	3.3	0.6	•	2.5	6.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.6	74.1	72.3	75.6	73.7	73.7	68.3	69.8	71.6	69.3
Operating Margin (%) **39**	2.6	3.2	3.3	3.4	3.2	2.3	3.4	3.2	3.3	0.8
Oper. Margin Before Officers Comp. (%) **40**	5.4	6.2	6.7	6.4	6.9	6.4	9.2	7.5	7.4	4.3
Average Net Receivables ($) **41**	443	296	414	650	465	498	409	563	303	558
Average Inventories ($) **42**	558	277	452	727	576	599	494	668	380	738
Average Net Worth ($) **43**	1043	547	686	1069	883	1084	803	864	481	758
Current Ratio (x1) **44**	2.1	2.0	2.2	2.1	2.2	2.5	2.2	1.7	1.9	1.7
Quick Ratio (x1) **45**	1.0	1.1	1.2	1.1	1.1	1.3	1.2	0.9	0.9	0.8
Coverage Ratio (x1) **46**	5.5	5.6	5.9	5.1	4.3	5.7	5.1	5.2	7.2	3.0
Asset Turnover (x1) **47**	2.1	2.1	2.0	2.0	2.2	2.2	2.0	2.2	1.8	1.7
Operating Leverage **48**	2.1	1.2	1.0	1.0	1.0	0.7	1.5	0.9	1.0	0.2
Financial Leverage **49**	1.1	1.1	1.1	1.0	0.9	1.1	1.0	1.0	1.1	0.8
Total Leverage **50**	2.3	1.3	1.1	1.1	0.8	0.8	1.4	0.9	1.1	0.2

GLASS PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1368	•	•	129	214	119	208	16	29	13	5	8	11
Revenues ($ in Thousands)														
Net Sales	2	26584374	•	•	56607	319909	153577	1148923	223752	979543	668616	535772	1956980	20412886
Portfolio Income	3	1665873	•	•	6	116	24	1009	880	2440	2105	3469	16226	1610809
Other Revenues	4	931969	•	•	1	324	4684	20062	3348	3018	950	760	20633	877880
Total Revenues	5	29182216	•	•	56614	320349	158285	1169994	227980	985001	671671	540001	1993839	22901575
Average Total Revenues	6	21332	•	•	439	1497	1330	5625	14249	33966	51667	108000	249230	2081961
Operating Costs/Operating Income (%)														
Cost of Operations	7	60.5	•	•	66.5	51.1	62.3	71.9	66.1	81.2	63.9	64.7	66.7	58.2
Salaries and Wages	8	6.7	•	•	•	11.2	5.3	4.3	4.9	2.1	5.8	4.2	6.0	7.1
Taxes Paid	9	2.7	•	•	3.7	2.0	2.0	3.0	2.6	1.1	2.6	2.8	2.4	2.8
Interest Paid	10	7.5	•	•	•	0.7	3.0	1.1	0.8	1.1	2.2	0.5	2.2	9.3
Depreciation, Depletion, Amortization	11	4.2	•	•	2.8	1.4	8.8	2.6	2.0	2.6	4.6	6.0	3.5	4.5
Pensions and Other Benefits	12	3.8	•	•	•	3.1	•	1.3	4.2	0.9	2.9	3.4	2.6	4.3
Other	13	18.9	•	•	17.2	18.0	27.5	9.4	6.1	6.1	10.7	9.0	10.1	21.5
Officers Compensation	14	0.9	•	•	4.4	10.1	3.5	3.3	3.4	1.2	1.6	0.4	0.6	0.5
Operating Margin	15	•	•	•	5.3	2.5	•	3.2	9.8	3.8	5.7	9.0	5.9	•
Oper. Margin Before Officers Compensation	16	•	•	•	9.7	12.6	•	6.5	13.2	5.0	7.3	9.4	6.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4631	•	•	54	211	108	801	2020	4867	6682	12731	24793	507355
Inventories	18	2028	•	•	11	80	185	584	1294	3058	6296	12784	29727	192680
Net Property, Plant and Equipment	19	6914	•	•	37	29	237	749	2044	5294	13131	33997	53223	755182
Total Assets	20	26221	•	•	148	379	654	2590	6761	15735	34879	72462	157026	2955290

Notes and Loans Payable **21**	10042	•	•	9	164	550	1028	1093	5798	12309	7086	79936	1126099
All Other Liabilities **22**	7551	•	•	18	194	222	690	1129	4900	6158	20054	46404	853875
Net Worth **23**	8627	•	•	121	21	-118	872	4538	5037	16412	45322	30686	975316

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	5.4	1.5	1.0	2.0	3.3	1.6	2.3	2.3	1.4	1.7
Quick Ratio **25**	1.1	•	•	4.2	1.1	0.4	1.3	2.3	1.0	1.3	1.3	0.6	1.1
Net Sales to Working Capital **26**	5.7	•	•	5.5	13.4	•	6.6	4.7	9.9	5.3	5.6	14.2	5.1
Coverage Ratio **27**	1.7	•	•	•	5.0	•	5.6	•	5.0	3.8	•	4.6	1.5
Total Asset Turnover **28**	0.8	•	•	3.0	4.0	2.0	2.1	2.1	2.2	1.5	1.5	1.6	0.6
Inventory Turnover **29**	•	•	•	•	•	8.7	•	•	•	•	•	•	•
Receivables Turnover **30**	8.4	•	•	•	•	•	•	•	•	•	•	•	7.3
Total Liabilities to Net Worth **31**	2.0	•	•	0.2	16.8	•	2.0	0.5	2.1	1.1	0.6	4.1	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.1	•	•	18.7	94.4	•	66.3	32.9	68.0	53.0	37.5	80.5	67.0
Return on Assets **33**	9.4	•	•	16.0	12.9	•	12.9	25.7	11.6	12.3	15.3	15.5	8.9
Return on Equity **34**	7.5	•	•	18.8	•	•	31.3	28.2	18.1	14.5	17.0	•	5.4
Return Before Interest on Equity **35**	28.5	•	•	19.7	•	•	•	•	•	26.1	24.4	•	26.9
Profit Margin, Before Income Tax **36**	5.2	•	•	5.3	2.6	•	5.0	11.7	4.3	6.1	9.8	7.8	4.8
Profit Margin, After Income Tax **37**	3.3	•	•	5.2	2.2	•	5.0	9.2	2.7	4.6	7.2	6.4	2.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.0	62.8	64.7	63.0	63.6	62.3	61.4	60.6	60.6	60.5
Operating Margin (%) **39**	•	0.6	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.3	1.6	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	3343	8761	5880	4775	3404	2105	2739	3400	5192	4631
Average Inventories ($) **42**	2447	1803	2769	2155	2675	1648	1930	2003	2074	2028
Average Net Worth ($) **43**	10562	8811	12640	10991	14390	9143	12659	10865	8394	8627
Current Ratio (x1) **44**	1.5	2.7	1.2	1.3	1.2	1.3	1.3	1.5	1.6	1.7
Quick Ratio (x1) **45**	0.8	2.1	0.8	0.8	0.7	0.7	0.7	0.9	1.0	1.1
Coverage Ratio (x1) **46**	2.5	3.4	2.2	1.4	1.5	1.8	1.2	1.4	1.4	1.7
Asset Turnover (x1) **47**	0.9	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.7	0.8
Total Liabilities/Net Worth (x1) **48**	1.0	2.4	2.6	1.9	1.8	1.7	1.8	2.2	2.2	2.0
Return on Assets (x1) **49**	6.6	5.2	7.1	5.6	8.4	7.6	8.0	7.2	8.9	9.4
Return on Equity (%) **50**	4.2	7.9	8.5	2.0	4.6	6.0	1.9	3.8	4.9	7.5

GLASS PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	584	•	•	129	214	58	110	16	26	•	5	8	7
Revenues ($ in Thousands)														
Net Sales	2	16832812	•	•	56607	319909	103803	529669	223752	942207	•	535772	1956980	11541059
Portfolio Income	3	392507	•	•	6	116	•	683	880	2402	•	3469	16226	337835
Other Revenues	4	510250	•	•	1	324	27	18372	3348	2463	•	760	20633	463254
Total Revenues	5	17735569	•	•	56614	320349	103830	548724	227980	947072	•	540001	1993839	12342148
Average Total Revenues	6	30369	•	•	439	1497	1790	4988	14249	36426	•	108000	249230	1763164
Operating Costs/Operating Income (%)														
Cost of Operations	7	55.4	•	•	66.5	51.1	58.2	59.7	66.1	80.7	•	64.7	66.7	50.0
Salaries and Wages	8	7.9	•	•	•	11.2	2.7	3.5	4.9	2.0	•	4.2	6.0	9.2
Taxes Paid	9	2.8	•	•	3.7	2.0	2.4	3.1	2.6	1.2	•	2.8	2.4	3.0
Interest Paid	10	2.7	•	•	•	0.7	1.3	0.7	0.8	1.0	•	0.5	2.2	3.3
Depreciation, Depletion, Amortization	11	3.5	•	•	2.8	1.4	5.6	3.1	2.0	2.4	•	6.0	3.5	3.5
Pensions and Other Benefits	12	4.1	•	•	•	3.1	•	1.8	4.2	1.0	•	3.4	2.6	5.0
Other	13	18.5	•	•	17.2	18.0	23.9	11.1	6.1	5.9	•	9.0	10.1	22.4
Officers Compensation	14	1.0	•	•	4.4	10.1	5.1	4.6	3.4	1.2	•	0.4	0.6	0.5
Operating Margin	15	4.3	•	•	5.3	2.5	0.9	12.6	9.8	4.8	•	9.0	5.9	3.2
Oper. Margin Before Officers Compensation	16	5.3	•	•	9.7	12.6	6.0	17.2	13.2	6.0	•	9.4	6.5	3.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5218	•	•	54	211	152	638	2020	5090	•	12731	24793	344240
Inventories	18	2956	•	•	11	80	219	416	1294	3052	•	12784	29727	168309
Net Property, Plant and Equipment	19	9237	•	•	37	29	246	756	2044	5050	•	33997	53223	627947
Total Assets	20	37318	•	•	148	379	629	2420	6761	15937	•	72462	157026	2694091

Notes and Loans Payable **21**	12140	•	•	9	164	312	448	1093	5761	•	7086	79936	862047
All Other Liabilities **22**	7623	•	•	18	194	116	328	1129	4763	•	20054	46404	526032
Net Worth **23**	17555	•	•	121	21	201	1643	4538	5413	•	45322	30686	1306012

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	5.4	1.5	1.7	3.2	3.3	1.7	•	2.3	1.4	1.8
Quick Ratio **25**	1.1	•	•	4.2	1.1	0.7	2.2	2.3	1.1	•	1.3	0.6	1.1
Net Sales to Working Capital **26**	6.4	•	•	5.5	13.4	11.9	4.9	4.7	9.6	•	5.6	14.2	5.8
Coverage Ratio **27**	4.9	•	•	•	5.0	1.7	•	•	6.4	•	•	4.6	4.5
Total Asset Turnover **28**	0.8	•	•	3.0	4.0	2.9	2.0	2.1	2.3	•	1.5	1.6	0.6
Inventory Turnover **29**	•	•	•	•	•	9.5	•	•	•	•	•	•	9.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.6
Total Liabilities to Net Worth **31**	1.1	•	•	0.2	16.8	2.1	0.5	0.5	2.0	•	0.6	4.1	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.0	•	•	18.7	94.4	68.0	32.1	32.9	66.0	•	37.5	80.5	51.5
Return on Assets **33**	10.1	•	•	16.0	12.9	6.3	33.5	25.7	14.4	•	15.3	15.5	8.9
Return on Equity **34**	12.4	•	•	18.8	•	7.9	•	28.2	24.6	•	17.0	•	9.7
Return Before Interest on Equity **35**	21.5	•	•	19.7	•	19.8	•	•	•	•	24.4	•	18.3
Profit Margin, Before Income Tax **36**	10.4	•	•	5.3	2.6	0.9	16.1	11.7	5.4	•	9.8	7.8	11.3
Profit Margin, After Income Tax **37**	7.6	•	•	5.2	2.2	0.9	16.1	9.2	3.7	•	7.2	6.4	7.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.1	61.6	63.2	59.0	60.1	58.3	57.8	55.8	55.0	55.4
Operating Margin (%) **39**	1.4	1.6	•	4.5	2.2	3.9	0.7	2.9	1.5	4.3
Oper. Margin Before Officers Comp. (%) **40**	2.3	2.5	•	5.9	3.3	4.9	1.6	4.2	2.4	5.3
Average Net Receivables ($) **41**	3485	11104	8238	2288	3869	1920	5969	3758	4914	5218
Average Inventories ($) **42**	2415	2058	3803	1487	2537	1145	2941	1883	1724	2956
Average Net Worth ($) **43**	10679	10964	15726	7036	15265	7745	22072	10433	9602	17555
Current Ratio (x1) **44**	1.5	2.8	1.2	1.6	1.5	1.6	1.5	1.8	1.9	1.8
Quick Ratio (x1) **45**	0.8	2.2	0.8	0.9	0.9	0.9	1.0	1.1	1.2	1.1
Coverage Ratio (x1) **46**	4.1	3.9	2.4	5.1	4.3	6.4	4.3	4.7	4.3	4.9
Asset Turnover (x1) **47**	1.0	0.5	0.5	0.9	0.8	0.8	0.7	0.9	0.8	0.8
Operating Leverage **48**	•	1.1	•	•	0.5	1.8	0.2	4.4	0.5	2.9
Financial Leverage **49**	1.0	1.1	0.8	1.5	1.0	1.1	0.9	1.0	1.0	1.1
Total Leverage **50**	•	1.1	•	•	0.5	1.9	0.2	4.5	0.5	3.0

CEMENT, HYDRAULIC

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	286	13	•	•	62	153	19	9	•	6	5	9	9
Revenues ($ in Thousands)														
Net Sales	2	6437039	247683	•	•	63114	160246	48394	99536	•	180411	282918	1125103	4229633
Portfolio Income	3	245302	4810	•	•	•	315	72	1054	•	384	1582	90125	146959
Other Revenues	4	196562	93577	•	•	•	253	27	285	•	8884	1634	7126	84779
Total Revenues	5	6878903	346070	•	•	63114	160814	48493	100875	•	189679	286134	1222354	4461371
Average Total Revenues	6	24052	26621	•	•	1018	1051	2552	11208	•	31613	57227	135817	495708
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.2	90.7	•	•	51.7	28.6	68.0	72.9	•	75.7	74.8	69.4	58.3
Salaries and Wages	8	6.2	2.0	•	•	7.0	23.0	9.7	2.5	•	2.6	2.7	2.4	7.2
Taxes Paid	9	2.7	1.2	•	•	8.3	5.4	2.3	3.1	•	2.5	2.1	2.4	2.7
Interest Paid	10	4.2	2.3	•	•	0.4	0.6	1.3	0.7	•	3.5	1.3	3.4	5.1
Depreciation, Depletion, Amortization	11	7.2	11.6	•	•	2.8	10.9	3.5	5.5	•	4.7	4.9	7.9	7.0
Pensions and Other Benefits	12	3.3	0.4	•	•	2.2	0.8	3.6	3.9	•	1.2	3.0	1.6	4.1
Other	13	13.3	9.3	•	•	17.2	25.8	9.6	2.0	•	4.5	4.6	7.3	15.9
Officers Compensation	14	0.9	•	•	•	7.4	2.8	2.4	1.9	•	1.2	0.6	1.2	0.7
Operating Margin	15	0.1	•	•	•	3.2	2.2	•	7.6	•	4.2	6.1	4.5	•
Oper. Margin Before Officers Compensation	16	1.0	•	•	•	10.5	5.1	2.0	9.5	•	5.3	6.7	5.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2813	•	•	•	94	131	358	1304	•	3576	9544	13675	63105
Inventories	18	2402	•	•	•	•	3	554	22	•	4509	7522	13083	54829
Net Property, Plant and Equipment	19	15478	•	•	•	117	354	275	1979	•	14679	37332	88196	363755
Total Assets	20	33893	•	•	•	306	617	1268	5569	•	41278	70850	154928	834400

Notes and Loans Payable **21**	11052	•	•	•	63	411	379	812	•	9329	18875	63232	262245
All Other Liabilities **22**	7594	•	•	•	79	87	434	807	•	7932	14709	28604	195493
Net Worth **23**	15247	•	•	•	164	119	455	3950	•	24018	37266	63093	376662

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	•	1.8	2.8	1.3	1.3	•	3.3	1.7	1.5	1.7
Quick Ratio **25**	0.9	•	•	•	1.8	1.8	0.5	1.2	•	2.1	1.0	0.8	0.9
Net Sales to Working Capital **26**	7.3	•	•	•	12.4	7.7	11.0	23.3	•	3.1	5.4	8.4	7.0
Coverage Ratio **27**	2.7	10.8	•	•	9.0	5.7	0.8	13.3	•	3.6	6.7	4.9	1.9
Total Asset Turnover **28**	0.7	•	•	•	3.3	1.7	2.0	2.0	•	0.7	0.8	0.8	0.6
Inventory Turnover **29**	•	•	•	•	•	•	6.3	•	•	•	•	•	10.0
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	•	0.9	4.2	1.8	0.4	•	0.7	0.9	1.5	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.0	•	•	•	46.4	80.8	64.1	29.1	•	41.8	47.4	59.3	54.9
Return on Assets **33**	7.4	•	•	•	11.9	5.3	2.2	19.2	•	9.3	6.8	13.4	5.4
Return on Equity **34**	7.4	•	•	•	16.8	22.7	•	25.0	•	11.2	8.7	17.1	3.9
Return Before Interest on Equity **35**	16.5	•	•	•	22.2	27.6	6.2	27.1	•	16.0	12.9	32.8	12.0
Profit Margin, Before Income Tax **36**	7.0	22.3	•	•	3.2	2.6	•	8.9	•	9.3	7.2	13.2	4.6
Profit Margin, After Income Tax **37**	5.0	18.6	•	•	2.7	2.6	•	8.9	•	9.0	5.8	8.7	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.8	62.9	66.8	68.4	69.3	70.2	70.7	69.2	65.6	62.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.1
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	1.0
Average Net Receivables ($) **41**	2334	4165	1366	4392	3972	3632	3864	3329	3842	2813
Average Inventories ($) **42**	2122	3950	1082	4026	3402	3630	4530	3794	3421	2402
Average Net Worth ($) **43**	9620	20890	6221	25162	22145	20307	21428	14910	14732	15247
Current Ratio (x1) **44**	1.4	1.7	1.4	1.5	1.6	1.9	1.4	1.5	1.6	1.7
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.5	0.6	0.7	0.9
Coverage Ratio (x1) **46**	1.1	1.2	1.8	1.3	1.3	1.0	0.2	0.5	1.8	2.7
Asset Turnover (x1) **47**	0.7	0.7	0.7	0.6	0.6	0.5	0.5	0.6	0.6	0.7
Total Liabilities/Net Worth (x1) **48**	1.3	1.1	1.1	1.2	1.1	1.2	1.5	2.1	2.0	1.2
Return on Assets (x1) **49**	4.3	4.9	6.4	5.1	5.2	3.4	0.6	1.5	4.9	7.4
Return on Equity (%) **50**	•	•	4.0	1.7	•	•	•	•	4.5	7.4

CEMENT, HYDRAULIC

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	223	•	•	•	62	115	•	9	•	•	5	•	•
Revenues ($ in Thousands)														
Net Sales	2	5438803	•	•	•	63114	117943	•	99536	•	•	282918	•	•
Portfolio Income	3	215650	•	•	•	•	•	•	1054	•	•	1582	•	•
Other Revenues	4	175409	•	•	•	•	245	•	285	•	•	1634	•	•
Total Revenues	5	5829862	•	•	•	63114	118188	•	100875	•	•	286134	•	•
Average Total Revenues	6	26143	•	•	•	1018	1028	•	11208	•	•	57227	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.7	•	•	•	51.7	30.5	•	72.9	•	•	74.8	•	•
Salaries and Wages	8	5.8	•	•	•	7.0	25.3	•	2.5	•	•	2.7	•	•
Taxes Paid	9	2.7	•	•	•	8.3	5.6	•	3.1	•	•	2.1	•	•
Interest Paid	10	4.1	•	•	•	0.4	•	•	0.7	•	•	1.3	•	•
Depreciation, Depletion, Amortization	11	6.8	•	•	•	2.8	12.4	•	5.5	•	•	4.9	•	•
Pensions and Other Benefits	12	3.1	•	•	•	2.2	0.3	•	3.9	•	•	3.0	•	•
Other	13	10.9	•	•	•	17.2	22.6	•	2.0	•	•	4.6	•	•
Officers Compensation	14	0.9	•	•	•	7.4	•	•	1.9	•	•	0.6	•	•
Operating Margin	15	4.1	•	•	•	3.2	3.3	•	7.6	•	•	6.1	•	•
Oper. Margin Before Officers Compensation	16	5.0	•	•	•	10.5	3.3	•	9.5	•	•	6.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2965	•	•	•	94	80	•	1304	•	•	9544	•	•
Inventories	18	2483	•	•	•	•	2	•	22	•	•	7522	•	•
Net Property, Plant and Equipment	19	16731	•	•	•	117	402	•	1979	•	•	37332	•	•
Total Assets	20	36282	•	•	•	306	585	•	5569	•	•	70850	•	•

Notes and Loans Payable **21**	10867	•	•	•	63	482	•	812	•	•	18875	•	•
All Other Liabilities **22**	7897	•	•	•	79	67	•	807	•	•	14709	•	•
Net Worth **23**	17519	•	•	•	164	37	•	3950	•	•	37266	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	•	1.8	2.7	•	1.3	•	•	1.7	•	•
Quick Ratio **25**	1.0	•	•	•	1.8	1.2	•	1.2	•	•	1.0	•	•
Net Sales to Working Capital **26**	7.0	•	•	•	12.4	8.8	•	23.3	•	•	5.4	•	•
Coverage Ratio **27**	3.7	•	•	•	9.0	•	•	13.3	•	•	6.7	•	•
Total Asset Turnover **28**	0.7	•	•	•	3.3	1.8	•	2.0	•	•	0.8	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	•	0.9	14.9	•	0.4	•	•	0.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.7	•	•	•	46.4	93.7	•	29.1	•	•	47.4	•	•
Return on Assets **33**	10.4	•	•	•	11.9	6.3	•	19.2	•	•	6.8	•	•
Return on Equity **34**	12.5	•	•	•	16.8	•	•	25.0	•	•	8.7	•	•
Return Before Interest on Equity **35**	21.4	•	•	•	22.2	•	•	27.1	•	•	12.9	•	•
Profit Margin, Before Income Tax **36**	11.3	•	•	•	3.2	3.5	•	8.9	•	•	7.2	•	•
Profit Margin, After Income Tax **37**	9.0	•	•	•	2.7	3.5	•	8.9	•	•	5.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	61.8	60.6	64.0	67.6	66.5	64.6	67.7	62.1	63.0	61.7
Operating Margin (%) **39**	•	•	1.7	•	•	•	4.6	1.2	1.3	4.1
Oper. Margin Before Officers Comp. (%) **40**	•	•	2.9	•	•	•	5.8	2.8	2.2	5.0
Average Net Receivables ($) **41**	2160	5103	1078	6163	10727	4569	4070	1923	4629	2965
Average Inventories ($) **42**	1939	4581	925	5051	7602	6278	4885	1778	4189	2483
Average Net Worth ($) **43**	7776	20872	6335	34577	63196	29304	25774	9834	19236	17519
Current Ratio (x1) **44**	2.0	1.7	1.6	1.4	1.7	2.1	2.2	1.8	1.9	1.8
Quick Ratio (x1) **45**	1.1	0.8	0.9	0.8	1.0	0.6	1.0	0.9	0.8	1.0
Coverage Ratio (x1) **46**	2.4	3.2	2.9	1.9	2.3	2.8	3.9	2.4	2.9	3.7
Asset Turnover (x1) **47**	0.9	0.9	0.7	0.6	0.6	0.6	0.7	0.7	0.7	0.7
Operating Leverage **48**	0.6	1.0	•	•	1.1	1.9	•	0.3	1.1	3.1
Financial Leverage **49**	1.0	1.3	1.0	0.8	1.0	1.3	1.1	0.8	1.2	1.1
Total Leverage **50**	0.6	1.2	•	•	1.1	2.5	•	0.2	1.4	3.4

CONCRETE, GYPSUM, AND PLASTER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3392	12	399	704	342	673	955	133	117	23	14	8	11
Revenues ($ in Thousands)														
Net Sales	2	20517684	95798	19698	386447	233637	930640	4500940	1418206	2174793	1053986	1270732	1130134	7302673
Portfolio Income	3	303913	36	•	2737	3476	22699	30629	10822	25976	5882	18598	22751	160306
Other Revenues	4	290822	211	•	6168	1070	88972	20637	38047	20080	9696	10485	29206	66252
Total Revenues	5	21112419	96045	19698	395352	238183	1042311	4552206	1467075	2220849	1069564	1299815	1182091	7529231
Average Total Revenues	6	6224	8004	49	562	696	1549	4767	11031	18982	46503	92844	147761	684476
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.9	65.4	40.6	47.5	69.8	58.7	65.9	64.7	71.2	69.2	73.9	67.9	72.7
Salaries and Wages	8	6.0	12.5	•	22.6	5.6	9.2	6.7	8.9	4.9	4.9	5.3	3.8	4.5
Taxes Paid	9	2.5	3.3	9.8	5.9	2.4	3.6	2.7	2.9	2.5	2.6	1.7	2.9	2.0
Interest Paid	10	2.7	•	•	0.5	2.2	2.8	1.0	1.1	1.1	1.3	2.3	3.0	4.8
Depreciation, Depletion, Amortization	11	4.7	1.3	•	3.0	2.8	4.5	4.5	4.1	5.6	4.9	5.4	7.6	4.3
Pensions and Other Benefits	12	1.9	1.0	•	0.9	0.7	1.5	1.7	1.9	1.8	4.2	1.1	2.2	2.0
Other	13	9.4	9.5	39.3	18.0	17.0	24.9	11.8	9.5	6.4	5.7	5.2	8.0	7.5
Officers Compensation	14	1.7	•	36.5	3.2	2.0	2.8	3.6	1.6	2.2	1.0	1.3	1.4	0.5
Operating Margin	15	2.3	6.9	•	•	•	•	2.2	5.5	4.5	6.1	3.9	3.3	1.9
Oper. Margin Before Officers Compensation	16	4.1	7.0	10.3	1.7	•	•	5.8	7.0	6.6	7.1	5.2	4.7	2.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	903	•	14	29	134	167	523	2062	3492	7495	10613	27108	105372
Inventories	18	441	•	1	19	97	119	272	738	1192	3571	8694	8184	54806
Net Property, Plant and Equipment	19	2026	•	2	67	75	234	915	2637	5749	13305	26907	74064	315460
Total Assets	20	4806	•	19	165	394	703	2217	7427	14154	37271	62586	165526	704764

Notes and Loans Payable **21**	1702	•	47	101	205	478	550	1607	3781	5552	20915	55760	294937
All Other Liabilities **22**	1225	•	0	45	88	250	542	1328	2947	7032	12809	22844	214781
Net Worth **23**	1879	•	-27	20	101	-26	1125	4492	7426	24687	28862	86922	195046

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	1.2	1.6	0.7	1.7	2.1	1.9	2.2	1.5	1.0	1.6
Quick Ratio **25**	1.1	•	•	0.8	0.9	0.5	1.2	1.5	1.4	1.5	0.9	0.8	1.0
Net Sales to Working Capital **26**	9.4	•	2.9	43.7	6.8	•	10.1	5.3	6.0	5.1	10.0	•	8.9
Coverage Ratio **27**	3.0	•	•	2.5	0.7	2.5	4.4	9.0	7.2	6.8	3.7	3.6	2.1
Total Asset Turnover **28**	1.3	•	2.5	3.3	1.7	2.0	2.1	1.4	1.3	1.2	1.5	0.9	1.0
Inventory Turnover **29**	•	•	•	•	9.8	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	7.0	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	7.4	2.9	•	1.0	0.7	0.9	0.5	1.2	0.9	2.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.9	•	•	88.2	74.4	•	49.3	39.5	47.5	33.8	53.9	47.5	72.3
Return on Assets **33**	10.0	•	•	4.4	2.6	13.4	9.2	14.3	10.0	11.0	12.3	9.3	9.4
Return on Equity **34**	12.9	•	•	20.6	•	•	10.8	18.2	12.7	11.6	14.0	8.7	12.7
Return Before Interest on Equity **35**	25.6	•	•	•	10.3	•	18.1	23.6	19.1	16.6	26.7	17.7	34.1
Profit Margin, Before Income Tax **36**	5.3	7.2	•	0.8	•	4.1	3.3	8.9	6.6	7.6	6.2	7.9	5.2
Profit Margin, After Income Tax **37**	4.0	5.4	•	0.7	•	3.5	2.6	7.7	5.1	6.2	4.4	5.4	3.7

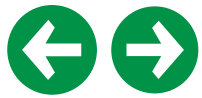
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	67.5	68.7	70.4	71.5	71.3	71.2	71.1	71.1	68.9
Operating Margin (%) **39**	0.7	1.9	0.1	•	•	•	•	•	•	2.3
Oper. Margin Before Officers Comp. (%) **40**	2.5	3.9	2.0	0.8	•	•	•	•	•	4.1
Average Net Receivables ($) **41**	605	595	647	614	759	895	659	589	705	903
Average Inventories ($) **42**	309	298	329	322	433	434	386	351	348	441
Average Net Worth ($) **43**	1414	1329	1468	836	1229	1432	928	734	1463	1879
Current Ratio (x1) **44**	1.8	1.5	1.6	1.6	1.4	1.1	1.0	0.9	1.4	1.6
Quick Ratio (x1) **45**	1.2	1.0	1.0	1.1	0.9	0.7	0.7	0.6	1.0	1.1
Coverage Ratio (x1) **46**	2.8	3.3	3.2	2.2	1.2	1.1	0.7	1.2	1.8	3.0
Asset Turnover (x1) **47**	1.5	1.2	1.3	1.3	1.1	1.0	1.0	1.2	1.3	1.3
Total Liabilities/Net Worth (x1) **48**	1.1	1.6	1.5	3.1	3.1	2.6	3.6	3.9	1.6	1.6
Return on Assets (x1) **49**	12.4	10.8	10.2	9.5	6.3	5.8	3.7	5.6	6.5	10.0
Return on Equity (%) **50**	9.4	11.8	11.2	13.7	1.2	•	•	•	4.7	12.9

CONCRETE, GYPSUM, AND PLASTER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2250	12	•	514	184	522	752	124	97	19	•	•	7
Revenues ($ in Thousands)														
Net Sales	2	17306727	95798	•	169022	137333	739330	3915422	1352619	1938146	934356	•	•	5924388
Portfolio Income	3	260923	36	•	750	2899	22073	26239	10781	23312	4818	•	•	133810
Other Revenues	4	258610	211	•	5477	982	88292	15132	38044	22480	8421	•	•	44877
Total Revenues	5	17826260	96045	•	175249	141214	849695	3956793	1401444	1983938	947595	•	•	6103075
Average Total Revenues	6	7923	8004	•	341	767	1628	5262	11302	20453	49873	•	•	871868
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.5	65.4	•	39.0	78.7	60.0	64.9	63.9	70.2	68.4	•	•	72.4
Salaries and Wages	8	5.6	12.5	•	19.2	0.7	7.1	6.6	9.0	4.8	4.9	•	•	4.4
Taxes Paid	9	2.4	3.3	•	9.0	2.4	3.1	2.6	2.8	2.5	2.6	•	•	1.9
Interest Paid	10	2.5	•	•	0.9	0.1	3.1	0.9	1.0	0.9	1.1	•	•	5.0
Depreciation, Depletion, Amortization	11	4.5	1.3	•	5.0	1.6	4.7	4.4	4.0	6.0	4.9	•	•	3.9
Pensions and Other Benefits	12	1.9	1.0	•	0.4	•	1.4	1.5	1.6	1.8	4.6	•	•	2.1
Other	13	8.8	9.5	•	18.4	10.6	26.1	11.7	9.7	6.1	5.2	•	•	6.4
Officers Compensation	14	1.7	•	•	7.3	1.2	3.1	3.3	1.5	2.1	0.9	•	•	0.5
Operating Margin	15	4.1	6.9	•	0.9	4.6	•	4.3	6.5	5.5	7.5	•	•	3.6
Oper. Margin Before Officers Compensation	16	5.8	7.0	•	8.2	5.8	•	7.6	8.0	7.6	8.3	•	•	4.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1101	•	•	36	179	154	535	2161	3045	7591	•	•	135727
Inventories	18	503	•	•	19	14	109	286	671	1190	3259	•	•	60395
Net Property, Plant and Equipment	19	2405	•	•	62	78	244	950	2612	5965	14296	•	•	376263
Total Assets	20	5786	•	•	161	384	691	2308	7469	14144	39859	•	•	857017



Notes and Loans Payable **21**	1997	•	•	91	104	534	553	1427	3249	6387	•	•	388676
All Other Liabilities **22**	1518	•	•	56	90	254	513	1289	2630	6308	•	•	285033
Net Worth **23**	2271	•	•	13	190	-97	1243	4753	8265	27165	•	•	183308

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	1.2	2.9	0.6	1.8	2.5	2.1	2.3	•	•	1.5
Quick Ratio **25**	1.2	•	•	0.7	2.5	0.4	1.3	1.9	1.6	1.6	•	•	1.1
Net Sales to Working Capital **26**	8.8	•	•	30.4	4.4	•	9.7	4.6	5.7	5.1	•	•	9.9
Coverage Ratio **27**	3.8	•	•	6.2	•	3.1	6.9	11.4	9.5	9.1	•	•	2.4
Total Asset Turnover **28**	1.3	•	•	2.1	2.0	2.1	2.3	1.5	1.4	1.2	•	•	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	8.4	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	11.1	1.0	•	0.9	0.6	0.7	0.5	•	•	3.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.8	•	•	91.7	50.7	•	46.2	36.4	41.6	31.9	•	•	78.6
Return on Assets **33**	12.9	•	•	11.2	14.8	19.5	14.1	16.1	12.4	12.3	•	•	11.7
Return on Equity **34**	19.1	•	•	•	22.3	•	18.8	20.2	14.9	13.3	•	•	23.3
Return Before Interest on Equity **35**	32.9	•	•	•	29.9	•	26.2	25.3	21.2	18.1	•	•	•
Profit Margin, Before Income Tax **36**	7.2	7.2	•	4.6	7.5	6.4	5.4	10.1	7.8	8.9	•	•	6.9
Profit Margin, After Income Tax **37**	5.6	5.4	•	4.4	5.7	5.7	4.5	8.8	6.2	7.4	•	•	5.0

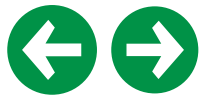
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.9	66.2	67.9	68.5	68.2	67.2	66.4	66.9	68.9	68.5
Operating Margin (%) **39**	3.4	4.4	2.1	1.8	2.3	2.0	2.8	2.5	1.5	4.1
Oper. Margin Before Officers Comp. (%) **40**	5.2	6.3	3.8	4.1	4.5	4.7	5.0	4.9	3.6	5.8
Average Net Receivables ($) **41**	640	765	778	555	625	548	487	488	768	1101
Average Inventories ($) **42**	340	364	378	278	355	321	283	325	383	503
Average Net Worth ($) **43**	1614	1931	1763	682	1403	1533	1302	1374	1485	2271
Current Ratio (x1) **44**	2.0	1.6	1.8	1.8	1.8	2.1	2.1	1.9	1.6	1.6
Quick Ratio (x1) **45**	1.3	1.0	1.2	1.2	1.2	1.3	1.4	1.2	1.1	1.2
Coverage Ratio (x1) **46**	3.9	4.9	4.4	3.5	3.9	2.9	3.9	4.0	2.5	3.8
Asset Turnover (x1) **47**	1.6	1.3	1.4	1.5	1.5	1.4	1.6	1.4	1.3	1.3
Operating Leverage **48**	0.7	1.3	0.5	0.8	1.3	0.9	1.4	0.9	0.6	2.7
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.1	0.9	1.1	1.1	0.8	1.2
Total Leverage **50**	0.6	1.4	0.5	0.8	1.5	0.8	1.6	1.0	0.5	3.2

OTHER NONMETALLIC MINERAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4372	•	•	858	841	333	426	123	44	21	16	12	7
Revenues ($ in Thousands)														
Net Sales	2	15392176	•	•	492267	758881	656589	1815754	1294095	1028468	853337	1425118	1837453	4871297
Portfolio Income	3	171582	•	•	3560	3087	567	17033	3402	2674	4048	16319	23006	89454
Other Revenues	4	171014	•	•	2033	13732	2242	23986	10150	5882	4873	16079	36974	48493
Total Revenues	5	15734772	•	•	497860	775700	659398	1856773	1307647	1037024	862258	1457516	1897433	5009244
Average Total Revenues	6	3599	•	•	580	922	1980	4359	10631	23569	41060	91095	158119	715606
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.6	•	•	54.1	69.6	57.7	65.8	70.2	68.7	68.5	72.0	66.0	63.8
Salaries and Wages	8	7.0	•	•	11.3	5.4	6.9	7.3	3.4	5.3	5.6	6.8	6.6	8.3
Taxes Paid	9	2.4	•	•	2.8	2.9	3.0	2.7	2.1	1.5	2.3	2.2	2.1	2.4
Interest Paid	10	2.5	•	•	0.8	1.2	0.2	1.1	0.8	1.5	1.5	2.4	3.8	4.2
Depreciation, Depletion, Amortization	11	3.9	•	•	5.2	2.8	1.5	2.9	3.6	2.3	5.9	3.5	6.3	3.8
Pensions and Other Benefits	12	2.4	•	•	•	0.4	2.0	1.6	1.5	1.3	3.1	2.7	2.5	3.5
Other	13	11.8	•	•	22.3	13.3	9.2	12.8	11.1	13.2	7.0	9.6	10.9	11.6
Officers Compensation	14	2.2	•	•	5.0	6.1	9.6	4.7	1.7	1.8	1.5	1.3	0.5	0.4
Operating Margin	15	2.3	•	•	•	•	10.0	1.4	5.6	4.4	4.6	•	1.4	2.1
Oper. Margin Before Officers Compensation	16	4.5	•	•	3.6	4.6	19.6	6.0	7.3	6.2	6.0	0.9	1.9	2.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	464	•	•	35	102	162	464	1448	3880	6156	12627	25124	96909
Inventories	18	422	•	•	39	78	140	438	1393	4612	6037	13364	20780	77574
Net Property, Plant and Equipment	19	810	•	•	41	80	128	548	1706	3953	13191	21454	53581	215374
Total Assets	20	2911	•	•	169	341	673	1979	6200	15779	32641	68811	155911	865456



Notes and Loans Payable **21**	962	•	•	68	125	90	640	1767	4700	9794	24047	66572	267746
All Other Liabilities **22**	704	•	•	19	189	132	490	1278	3390	5819	16142	29249	229900
Net Worth **23**	1245	•	•	81	28	451	849	3156	7689	17029	28622	60090	367811

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	5.1	1.0	3.2	2.0	2.2	2.0	2.0	2.1	1.6	1.7
Quick Ratio **25**	1.0	•	•	3.3	0.7	2.1	1.2	1.2	0.9	1.0	1.1	0.9	0.9
Net Sales to Working Capital **26**	6.7	•	•	6.7	•	5.9	7.5	5.2	4.4	5.4	5.0	7.8	7.1
Coverage Ratio **27**	2.9	•	•	0.6	1.6	•	4.4	9.2	4.6	4.8	1.8	2.2	2.3
Total Asset Turnover **28**	1.2	•	•	3.4	2.7	2.9	2.2	1.7	1.5	1.3	1.3	1.0	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	7.0	9.2	9.6	9.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	1.1	11.4	0.5	1.3	1.0	1.1	0.9	1.4	1.6	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.2	•	•	52.0	91.9	33.0	57.1	49.1	51.3	47.8	58.4	61.5	57.5
Return on Assets **33**	8.7	•	•	1.6	4.9	31.1	10.0	12.7	9.9	8.8	5.5	8.4	7.6
Return on Equity **34**	9.6	•	•	•	12.4	39.8	15.5	17.5	13.2	10.3	2.4	8.0	6.8
Return Before Interest on Equity **35**	20.4	•	•	3.2	•	•	23.4	24.9	20.3	16.9	13.3	21.8	17.9
Profit Margin, Before Income Tax **36**	4.7	•	•	•	0.7	10.4	3.6	6.7	5.2	5.6	1.9	4.7	5.3
Profit Margin, After Income Tax **37**	3.4	•	•	•	0.4	9.1	3.1	5.3	4.4	4.3	0.8	3.1	3.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.7	66.0	66.8	67.0	67.2	67.6	67.5	65.7	65.2	65.6
Operating Margin (%) **39**	0.1	0.9	•	1.6	•	•	•	•	0.7	2.3
Oper. Margin Before Officers Comp. (%) **40**	2.0	2.9	1.8	4.4	2.5	0.9	0.2	2.1	3.0	4.5
Average Net Receivables ($) **41**	838	522	707	532	938	578	563	629	471	464
Average Inventories ($) **42**	690	476	557	496	782	599	559	543	451	422
Average Net Worth ($) **43**	2106	778	1237	893	1565	2475	1657	1684	1445	1245
Current Ratio (×1) **44**	2.0	1.5	1.9	1.8	1.6	1.6	1.5	1.8	1.7	1.8
Quick Ratio (×1) **45**	1.1	0.8	1.0	0.9	0.9	0.8	0.8	1.0	0.9	1.0
Coverage Ratio (×1) **46**	3.2	2.8	2.5	3.1	2.1	2.5	1.1	1.8	2.0	2.9
Asset Turnover (×1) **47**	1.3	1.4	1.3	1.4	1.2	0.8	1.0	1.0	1.1	1.2
Total Liabilities/Net Worth (×1) **48**	1.0	2.4	1.9	2.1	2.1	1.0	1.3	1.3	1.3	1.3
Return on Assets (×1) **49**	7.5	8.8	11.6	13.4	9.4	7.9	4.1	5.6	5.4	8.7
Return on Equity (%) **50**	5.1	9.9	12.1	18.4	10.0	5.8	•	4.0	4.3	9.6

OTHER NONMETALLIC MINERAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2825	13	680	564	689	314	379	102	39	15	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	13488846	227456	97193	408265	592206	648691	1603705	1156790	1004884	727085	•	•	•
Portfolio Income	3	159617	7801	•	3516	3066	536	16288	2740	2163	3770	•	•	•
Other Revenues	4	145956	6571	•	56	11846	2242	20999	8388	5586	2806	•	•	•
Total Revenues	5	13794419	241828	97193	411837	607118	651469	1640992	1167918	1012633	733661	•	•	•
Average Total Revenues	6	4883	18602	143	730	881	2075	4330	11450	25965	48911	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	64.2	64.6	27.5	53.5	63.7	57.9	63.9	69.1	68.5	66.0	•	•	•
Salaries and Wages	8	6.9	4.0	21.1	13.6	6.3	7.0	7.1	3.0	5.3	6.1	•	•	•
Taxes Paid	9	2.3	3.2	4.5	2.3	3.2	3.0	2.6	2.0	1.4	2.2	•	•	•
Interest Paid	10	2.2	4.1	0.1	0.8	1.3	0.2	0.9	0.6	1.4	0.9	•	•	•
Depreciation, Depletion, Amortization	11	3.8	5.9	6.6	2.4	3.2	1.5	2.7	3.5	2.2	4.7	•	•	•
Pensions and Other Benefits	12	2.4	1.5	1.3	•	0.4	2.1	1.7	1.6	1.2	3.1	•	•	•
Other	13	11.5	4.2	32.1	19.7	11.8	8.3	13.1	10.0	12.5	6.7	•	•	•
Officers Compensation	14	2.2	0.9	6.0	4.4	7.8	9.7	5.0	1.7	1.8	1.5	•	•	•
Operating Margin	15	4.6	11.7	0.9	3.3	2.4	10.5	3.0	8.5	5.7	9.0	•	•	•
Oper. Margin Before Officers Compensation	16	6.8	12.6	6.8	7.8	10.2	20.2	8.0	10.2	7.5	10.4	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	628	•	•	22	102	168	462	1561	4244	7590	•	•	•
Inventories	18	546	•	1	59	80	149	386	1513	4823	6418	•	•	•
Net Property, Plant and Equipment	19	1076	•	5	35	85	135	476	1670	3782	12375	•	•	•
Total Assets	20	3887	•	41	179	354	664	1865	6022	16260	35115	•	•	•

Notes and Loans Payable **21**	1066	•	5	78	130	54	447	987	4657	5934	•	•	•
All Other Liabilities **22**	941	•	2	17	120	135	484	1359	3472	6294	•	•	•
Net Worth **23**	1881	•	35	84	104	475	933	3676	8131	22888	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	17.3	8.0	1.6	3.3	2.1	2.5	1.9	3.0	•	•	•
Quick Ratio **25**	1.1	•	15.4	4.2	1.0	2.2	1.3	1.4	0.9	1.5	•	•	•
Net Sales to Working Capital **26**	6.3	•	5.5	6.8	10.5	6.0	7.5	4.6	4.7	4.1	•	•	•
Coverage Ratio **27**	4.3	5.4	7.5	6.3	4.7	•	6.8	•	5.7	11.8	•	•	•
Total Asset Turnover **28**	1.2	•	3.5	4.0	2.4	3.1	2.3	1.9	1.6	1.4	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	7.3	10.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.2	1.1	2.4	0.4	1.0	0.6	1.0	0.5	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.6	•	14.9	53.0	70.6	28.5	50.0	39.0	50.0	34.8	•	•	•
Return on Assets **33**	11.2	•	3.4	20.2	15.1	34.6	14.2	19.0	12.5	14.8	•	•	•
Return on Equity **34**	14.0	•	3.5	35.5	36.9	•	21.6	24.3	17.7	17.6	•	•	•
Return Before Interest on Equity **35**	23.2	•	4.0	•	•	•	28.4	31.1	24.9	22.8	•	•	•
Profit Margin, Before Income Tax **36**	7.0	17.9	0.9	4.2	4.9	10.9	5.3	9.5	6.5	9.8	•	•	•
Profit Margin, After Income Tax **37**	5.5	12.5	0.9	4.1	4.5	9.6	4.8	7.9	5.6	8.3	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.3	65.2	67.0	65.7	65.5	66.3	67.8	66.5	64.0	64.2
Operating Margin (%) **39**	2.1	3.2	2.9	4.3	2.3	1.3	2.9	3.8	3.5	4.6
Oper. Margin Before Officers Comp. (%) **40**	4.0	4.9	4.7	6.6	4.5	3.5	5.6	6.1	5.8	6.8
Average Net Receivables ($) **41**	1010	651	940	782	1147	868	463	658	815	628
Average Inventories ($) **42**	809	557	663	647	1055	847	375	555	725	546
Average Net Worth ($) **43**	2811	750	1447	1431	2291	4411	1168	1768	2683	1881
Current Ratio (×1) **44**	2.2	1.5	1.8	1.8	1.7	1.6	1.9	2.1	1.8	2.0
Quick Ratio (×1) **45**	1.2	0.8	1.0	1.0	0.9	0.8	1.2	1.2	1.0	1.1
Coverage Ratio (×1) **46**	4.9	4.1	3.6	4.5	3.1	3.8	3.4	4.3	3.3	4.3
Asset Turnover (×1) **47**	1.3	1.4	1.4	1.4	1.3	0.8	1.4	1.3	1.1	1.2
Operating Leverage **48**	0.6	1.5	0.9	1.5	0.5	0.6	2.2	1.4	0.9	1.3
Financial Leverage **49**	1.0	1.0	1.1	1.1	0.9	1.1	1.2	1.1	0.9	1.0
Total Leverage **50**	0.6	1.5	1.0	1.7	0.5	0.6	2.6	1.5	0.8	1.4

FERROUS METAL INDUSTRIES;MISCELLANEOUS PRIMARY METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2754	16	708	175	492	260	691	125	119	52	35	38	42
Revenues ($ in Thousands)														
Net Sales	2	77318413	146499	50005	49285	497356	580815	3312035	1746293	3094076	2986243	4022952	9134198	51698657
Portfolio Income	3	1040689	12276	292	196	4169	537	14307	9668	5637	18320	22906	49341	903039
Other Revenues	4	820680	599	34	161	1293	1771	39165	7493	13571	22997	25168	73881	634548
Total Revenues	5	79179782	159374	50331	49642	502818	583123	3365507	1763454	3113284	3027560	4071026	9257420	53236244
Average Total Revenues	6	28751	9961	71	284	1022	2243	4870	14108	26162	58222	116315	243616	1267530
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.5	77.3	71.0	55.1	59.2	75.8	74.7	77.4	79.9	78.8	81.6	79.0	74.1
Salaries and Wages	8	3.5	3.0	2.3	•	7.2	7.1	5.2	2.5	3.0	3.1	2.6	3.7	3.5
Taxes Paid	9	1.9	1.2	3.7	3.3	3.3	2.0	3.2	2.1	2.0	1.6	1.5	1.6	1.9
Interest Paid	10	2.1	0.2	0.7	1.2	1.3	1.0	1.6	1.3	1.7	1.0	1.4	1.4	2.5
Depreciation, Depletion, Amortization	11	4.0	3.1	4.5	1.0	3.7	1.9	3.2	2.9	3.8	3.4	2.7	3.2	4.4
Pensions and Other Benefits	12	5.8	1.5	13.8	3.0	1.8	2.0	2.6	3.6	1.5	2.7	2.4	2.7	7.4
Other	13	7.7	6.8	23.7	28.4	12.0	3.8	7.3	6.2	4.3	4.5	4.0	6.2	8.7
Officers Compensation	14	0.7	0.4	16.1	18.3	6.8	2.9	4.0	2.2	1.7	1.1	0.9	0.6	0.3
Operating Margin	15	•	6.7	•	•	4.8	3.5	•	1.8	2.2	4.0	3.0	1.8	•
Oper. Margin Before Officers Compensation	16	•	7.1	•	8.1	11.5	6.5	2.3	4.0	3.9	5.0	3.8	2.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4483	•	•	6	113	160	625	1933	3556	6821	17781	30944	214271
Inventories	18	3847	•	5	1	19	192	360	1032	3125	7667	14026	38488	176876
Net Property, Plant and Equipment	19	9362	•	14	34	182	238	966	2025	6082	14035	22589	62772	477731
Total Assets	20	25507	•	48	103	372	705	2334	6880	15238	34694	67930	175217	1302456

Notes and Loans Payable **21**	6405	•	18	274	150	337	928	1981	6154	9345	18735	54676	299424
All Other Liabilities **22**	12149	•	223	30	131	188	622	1842	3879	9795	26117	75268	661343
Net Worth **23**	6954	•	-194	-201	91	179	784	3057	5205	15554	23078	45274	341688

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	0.1	2.3	0.9	1.9	1.7	1.8	1.3	1.6	1.6	1.7	1.5
Quick Ratio **25**	0.8	•	0.0	2.2	0.8	1.0	1.1	1.1	0.7	0.8	0.9	0.8	0.8
Net Sales to Working Capital **26**	7.9	•	•	7.2	•	10.9	9.6	8.5	14.7	8.4	8.7	7.4	7.4
Coverage Ratio **27**	1.6	•	•	•	5.4	5.0	0.9	3.2	2.7	6.7	3.9	3.3	1.1
Total Asset Turnover **28**	1.1	•	1.5	2.7	2.7	3.2	2.1	2.0	1.7	1.7	1.7	1.4	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	9.9	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.7	•	•	•	3.1	2.9	2.0	1.3	1.9	1.2	2.0	2.9	2.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.7	•	•	•	75.6	74.6	66.4	55.6	65.8	55.2	66.0	74.2	73.8
Return on Assets **33**	3.8	•	•	•	19.6	15.5	3.0	8.1	7.6	10.4	9.5	6.4	2.7
Return on Equity **34**	1.8	•	12.8	14.4	•	•	•	9.0	12.3	16.0	14.7	10.5	•
Return Before Interest on Equity **35**	13.7	•	12.5	11.6	•	•	8.9	18.2	22.3	23.1	27.8	24.8	10.2
Profit Margin, Before Income Tax **36**	1.3	15.5	•	•	5.9	3.9	•	2.7	2.8	5.3	4.2	3.3	0.4
Profit Margin, After Income Tax **37**	0.5	14.3	•	•	5.3	3.9	•	2.0	2.5	4.3	3.0	2.0	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.5	74.8	74.7	74.5	75.9	77.9	78.8	76.8	76.1	75.5
Operating Margin (%) **39**	•	•	•	1.9	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	2.7	•	•	•	•	•	•
Average Net Receivables ($) **41**	2657	3876	3520	3388	3519	4226	2861	4433	4092	4483
Average Inventories ($) **42**	2751	3817	3041	3291	3504	4089	3414	3437	3588	3847
Average Net Worth ($) **43**	4758	4693	3955	3491	4795	4251	4417	2526	5851	6954
Current Ratio (x1) **44**	1.4	1.5	1.5	1.8	1.5	1.3	1.4	1.3	1.5	1.5
Quick Ratio (x1) **45**	0.7	0.8	0.8	0.9	0.8	0.7	0.7	0.8	0.8	0.8
Coverage Ratio (x1) **46**	0.7	1.0	2.1	3.7	2.2	0.9	0.2	0.3	0.8	1.6
Asset Turnover (x1) **47**	1.2	1.2	1.3	1.3	1.2	1.2	1.1	1.1	1.1	1.1
Total Liabilities/Net Worth (x1) **48**	2.3	4.0	3.7	4.5	3.6	5.2	3.7	8.3	3.1	2.7
Return on Assets (x1) **49**	4.0	3.6	7.0	10.1	7.0	3.0	0.5	0.8	1.9	3.8
Return on Equity (%) **50**	•	•	12.3	31.9	12.3	•	•	•	•	1.8

FERROUS METAL INDUSTRIES;MISCELLANEOUS PRIMARY METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1966	16	458	134	401	172	491	95	75	40	28	26	28
Revenues ($ in Thousands)														
Net Sales	2	44057830	146499	23755	39652	439917	511464	2583870	1441839	2256447	2532937	3243349	6520026	24318076
Portfolio Income	3	514452	12276	•	196	4169	145	4608	6725	4047	4258	20060	35296	422672
Other Revenues	4	528079	599	•	162	1221	1111	21651	5432	6192	14712	20202	62398	394398
Total Revenues	5	45100361	159374	23755	40010	445307	512720	2610129	1453996	2266686	2551907	3283611	6617720	25135146
Average Total Revenues	6	22940	9961	52	299	1110	2981	5316	15305	30222	63798	117272	254528	897684
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.7	77.3	28.3	31.2	62.4	75.5	73.3	75.4	79.4	76.9	80.5	77.4	76.5
Salaries and Wages	8	3.3	3.0	•	•	4.5	7.2	5.4	2.5	2.6	3.0	2.6	3.7	3.2
Taxes Paid	9	2.0	1.2	5.4	4.1	3.2	1.8	2.9	2.3	1.8	1.7	1.5	1.7	2.0
Interest Paid	10	1.8	0.2	1.4	•	0.6	0.9	1.2	1.3	1.3	0.7	1.1	1.2	2.3
Depreciation, Depletion, Amortization	11	3.2	3.1	7.3	1.2	3.4	1.6	2.3	3.0	2.9	3.2	2.7	2.8	3.6
Pensions and Other Benefits	12	3.0	1.5	•	3.7	2.1	2.3	2.3	3.1	1.4	2.6	2.0	2.6	3.6
Other	13	5.3	6.8	24.0	31.5	11.8	1.8	5.4	6.3	3.2	4.2	3.5	6.3	5.5
Officers Compensation	14	1.0	0.4	33.4	22.7	5.1	1.7	4.1	2.5	1.9	1.2	0.9	0.6	0.4
Operating Margin	15	3.7	6.7	0.3	5.6	7.0	7.2	3.1	3.8	5.6	6.7	5.1	3.8	3.0
Oper. Margin Before Officers Compensation	16	4.7	7.1	33.7	28.3	12.1	8.9	7.2	6.2	7.5	7.8	6.1	4.4	3.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3208	•	•	7	133	215	707	1968	3780	7199	19047	35457	130499
Inventories	18	2928	•	7	1	20	198	308	1051	2999	7744	13015	39891	125870
Net Property, Plant and Equipment	19	5815	•	22	14	153	276	725	1964	4979	12837	24484	59906	272830
Total Assets	20	16720	•	31	103	378	780	2049	6583	14787	33962	69224	173406	786153

Notes and Loans Payable **21**	4479	•	7	•	72	286	670	2023	5296	6996	18091	47495	206649
All Other Liabilities **22**	5743	•	2	7	82	152	416	1784	3473	9048	17473	70760	282287
Net Worth **23**	6498	•	22	96	224	343	963	2776	6018	17918	33661	55150	297217

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	•	13.4	1.3	2.2	2.2	1.7	1.5	1.9	1.7	1.9	1.9
Quick Ratio **25**	1.0	•	7.3	12.7	1.2	1.1	1.6	1.1	0.9	1.0	1.1	0.9	1.0
Net Sales to Working Capital **26**	6.2	•	6.1	3.6	24.3	11.7	8.0	9.6	11.1	7.3	7.3	6.2	5.4
Coverage Ratio **27**	4.5	•	1.2	•	•	9.4	4.4	4.5	5.8	12.3	6.6	5.7	3.8
Total Asset Turnover **28**	1.4	•	1.7	2.9	2.9	3.8	2.6	2.3	2.0	1.9	1.7	1.5	1.1
Inventory Turnover **29**	•	•	4.1	•	•	•	•	•	•	•	•	9.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	0.4	0.1	0.7	1.3	1.1	1.4	1.5	0.9	1.1	2.2	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.1	•	28.1	6.4	40.8	56.1	53.0	57.8	59.3	47.3	51.4	68.2	62.2
Return on Assets **33**	10.6	•	2.8	18.7	25.5	31.7	13.8	13.7	14.8	15.0	12.5	9.7	9.6
Return on Equity **34**	16.3	•	0.7	17.0	37.4	•	21.1	20.1	27.6	22.0	16.7	17.1	13.8
Return Before Interest on Equity **35**	27.3	•	3.9	19.9	•	•	29.3	32.4	•	28.4	25.7	30.4	25.3
Profit Margin, Before Income Tax **36**	6.2	15.5	0.3	6.5	8.2	7.4	4.1	4.6	6.0	7.4	6.3	5.5	6.4
Profit Margin, After Income Tax **37**	4.7	14.3	0.3	5.5	7.6	7.4	3.9	3.7	5.5	6.2	4.8	3.8	4.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.9	71.0	74.0	73.7	74.9	77.6	76.6	75.1	75.6	76.7
Operating Margin (%) **39**	•	•	1.4	3.0	1.5	2.5	2.7	2.1	3.9	3.7
Oper. Margin Before Officers Comp. (%) **40**	•	0.9	2.0	3.7	2.4	3.4	4.0	3.2	5.0	4.7
Average Net Receivables ($) **41**	2131	2703	4233	3774	3638	3802	1939	4749	3661	3208
Average Inventories ($) **42**	1640	3080	3479	3656	4196	3304	2256	3634	3557	2928
Average Net Worth ($) **43**	4127	4535	4462	4154	5371	359	5302	8455	8549	6498
Current Ratio (×1) **44**	1.6	1.7	1.7	1.8	1.9	1.6	2.0	1.6	1.8	1.9
Quick Ratio (×1) **45**	0.9	0.8	0.9	0.9	0.9	0.9	1.0	0.9	1.0	1.0
Coverage Ratio (×1) **46**	1.7	2.7	3.3	4.2	4.2	3.8	3.7	3.2	4.6	4.5
Asset Turnover (×1) **47**	1.2	1.2	1.3	1.3	1.3	1.4	1.4	1.2	1.4	1.4
Operating Leverage **48**	•	0.0	•	2.2	0.5	1.7	1.1	0.8	1.9	1.0
Financial Leverage **49**	0.6	1.5	1.3	1.1	1.0	1.0	0.9	1.0	1.1	1.0
Total Leverage **50**	•	0.0	•	2.5	0.5	1.6	1.0	0.8	2.1	1.0

NONFERROUS METAL INDUSTRIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2054	360	211	73	271	158	577	173	95	59	25	20	32
Revenues ($ in Thousands)														
Net Sales	2	79844665	1449272	32356	•	252386	347592	7718958	2735860	3726639	3620624	3579426	4249078	52132472
Portfolio Income	3	1791768	5564	5875	16194	722	246	5821	35921	10827	6415	12065	27308	1664809
Other Revenues	4	1607338	750	13	6425	206	2021	15953	8828	28424	375938	44041	14570	1110173
Total Revenues	5	83243771	1455586	38244	22619	253314	349859	7740732	2780609	3765890	4002977	3635532	4290956	54907454
Average Total Revenues	6	40528	4043	181	310	935	2214	13415	16073	39641	67847	145421	214548	1715858
Operating Costs/Operating Income (%)														
Cost of Operations	7	81.8	89.9	68.2	•	60.7	75.8	90.7	80.0	81.5	80.5	87.7	78.9	80.5
Salaries and Wages	8	2.9	1.4	7.1	•	5.8	4.4	1.3	3.7	3.1	5.0	1.9	2.7	3.0
Taxes Paid	9	1.6	0.5	8.7	•	5.2	3.3	0.8	1.5	1.5	2.0	1.1	1.5	1.7
Interest Paid	10	1.9	0.4	•	•	1.1	0.6	0.3	0.7	1.1	1.8	1.3	2.4	2.4
Depreciation, Depletion, Amortization	11	4.1	0.7	9.7	•	2.4	2.2	0.7	2.3	1.8	2.3	2.0	4.2	5.3
Pensions and Other Benefits	12	1.6	0.3	3.2	•	6.4	1.6	0.7	1.4	1.7	1.7	1.2	1.8	1.7
Other	13	7.0	2.0	40.0	•	6.7	7.3	2.6	5.3	4.9	11.2	2.0	6.6	8.1
Officers Compensation	14	0.7	1.1	3.7	•	4.7	8.7	1.5	2.9	2.4	1.6	0.4	0.6	0.3
Operating Margin	15	•	3.8	•	•	7.1	•	1.5	2.4	2.1	•	2.6	1.3	•
Oper. Margin Before Officers Compensation	16	•	4.9	•	•	11.8	4.8	3.0	5.2	4.5	•	2.9	1.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	7152	•	•	•	100	219	640	1962	5125	8881	21096	37481	363488
Inventories	18	4152	•	•	•	32	88	389	1624	4087	6471	17533	33006	191628
Net Property, Plant and Equipment	19	12525	•	65	•	155	262	473	2146	4254	10283	20344	56897	697724
Total Assets	20	37549	•	65	201	361	706	1920	6994	17092	33085	75836	161395	2058427

Notes and Loans Payable **21**	10017	•	143	1328	154	160	518	1684	4362	12250	31002	66776	516943
All Other Liabilities **22**	13886	•	211	31	63	204	676	1554	6090	12011	29421	43777	777167
Net Worth **23**	13645	•	-289	-1158	144	342	726	3756	6640	8824	15413	50842	764316

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	0.1	2.5	1.3	1.8	2.0	1.4	1.3	1.6	2.0	1.4
Quick Ratio **25**	0.8	•	•	0.0	1.9	1.0	1.2	1.2	0.8	0.8	0.8	1.0	0.8
Net Sales to Working Capital **26**	9.7	•	•	•	7.6	24.6	21.7	7.2	12.3	13.7	8.9	5.5	8.9
Coverage Ratio **27**	2.5	12.1	•	•	7.9	•	7.0	6.6	3.9	3.6	4.2	1.9	2.2
Total Asset Turnover **28**	1.0	•	2.4	•	2.6	3.1	7.0	2.3	2.3	1.9	1.9	1.3	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.0
Total Liabilities to Net Worth **31**	1.8	•	•	•	1.5	1.1	1.7	0.9	1.6	2.8	3.9	2.2	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.7	•	•	•	60.3	51.6	62.2	46.3	61.2	73.3	79.7	68.5	62.9
Return on Assets **33**	5.1	•	•	•	22.0	•	14.8	10.6	9.6	11.8	10.2	6.2	4.2
Return on Equity **34**	5.6	•	11.9	•	•	•	30.4	14.7	15.1	25.8	31.5	4.8	3.6
Return Before Interest on Equity **35**	13.9	•	11.9	•	•	•	•	19.8	24.6	•	•	19.6	11.2
Profit Margin, Before Income Tax **36**	3.0	4.2	•	•	7.5	•	1.8	4.0	3.1	4.6	4.1	2.3	2.9
Profit Margin, After Income Tax **37**	2.0	4.2	•	•	6.5	•	1.7	3.5	2.6	3.7	3.4	1.2	1.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	82.3	81.7	83.4	80.8	79.6	80.8	81.7	79.8	81.8	81.8
Operating Margin (%) **39**	•	•	•	0.9	0.4	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	1.8	1.2	•	•	•	•	•
Average Net Receivables ($) **41**	7035	7715	4411	6186	3323	4700	5151	6858	7142	7152
Average Inventories ($) **42**	2991	2743	3135	4306	2478	3307	4394	4749	4361	4152
Average Net Worth ($) **43**	11872	11863	10947	13582	9241	12576	14477	16002	14460	13645
Current Ratio (x1) **44**	1.2	1.1	1.7	1.7	1.6	1.5	1.4	1.6	1.5	1.4
Quick Ratio (x1) **45**	0.7	0.8	0.9	1.0	0.8	0.8	0.7	0.9	0.9	0.8
Coverage Ratio (x1) **46**	0.8	1.2	2.1	3.1	3.2	2.5	1.3	1.1	0.7	2.5
Asset Turnover (x1) **47**	0.7	0.7	1.1	1.3	1.1	1.1	1.0	1.0	0.9	1.0
Total Liabilities/Net Worth (x1) **48**	1.9	1.9	1.3	1.5	1.4	1.3	1.5	1.6	1.8	1.8
Return on Assets (x1) **49**	4.1	5.0	5.7	9.4	9.7	7.2	3.4	2.6	1.4	5.1
Return on Equity (%) **50**	•	0.9	4.8	12.0	12.2	6.5	0.3	•	•	5.6

NONFERROUS METAL INDUSTRIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1690	360	•	73	271	134	534	148	67	50	17	13	22
Revenues ($ in Thousands)														
Net Sales	2	64292531	1449272	•	•	252386	346397	7600714	2321288	2560593	3185320	2488405	3421687	40666469
Portfolio Income	3	1587124	5564	•	16194	722	245	5814	32483	9384	5730	10222	19955	1480812
Other Revenues	4	1494247	750	•	6425	206	2017	14872	4569	21388	371796	40584	5883	1025756
Total Revenues	5	67373902	1455586	•	22619	253314	348659	7621400	2358340	2591365	3562846	2539211	3447525	43173037
Average Total Revenues	6	39866	4043	•	310	935	2602	14272	15935	38677	71257	149365	265194	1962411
Operating Costs/Operating Income (%)														
Cost of Operations	7	81.8	89.9	•	•	60.7	75.8	90.9	78.0	79.9	81.0	85.7	77.1	80.6
Salaries and Wages	8	2.8	1.4	•	•	5.8	2.1	1.2	3.9	3.0	5.3	2.0	2.8	2.8
Taxes Paid	9	1.6	0.5	•	•	5.2	3.0	0.8	1.5	1.5	1.5	1.2	1.3	1.9
Interest Paid	10	1.8	0.4	•	•	1.1	0.3	0.3	0.6	0.8	1.1	1.2	1.9	2.3
Depreciation, Depletion, Amortization	11	4.1	0.7	•	•	2.4	1.6	0.7	1.9	1.8	2.3	2.4	3.9	5.5
Pensions and Other Benefits	12	1.5	0.3	•	•	6.4	1.3	0.7	1.4	1.6	1.9	1.0	1.8	1.7
Other	13	6.2	2.0	•	•	6.7	6.2	2.4	5.3	4.3	11.8	1.4	6.2	7.1
Officers Compensation	14	0.8	1.1	•	•	4.7	8.8	1.5	3.1	3.0	1.6	0.5	0.5	0.3
Operating Margin	15	•	3.8	•	•	7.1	1.1	1.7	4.4	4.1	•	4.8	4.7	•
Oper. Margin Before Officers Compensation	16	0.3	4.9	•	•	11.8	9.9	3.1	7.5	7.1	•	5.3	5.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	7291	•	•	•	100	258	638	1928	5186	9150	21530	42993	450225
Inventories	18	3660	•	•	•	32	104	399	1782	4248	6242	17206	28587	201131
Net Property, Plant and Equipment	19	12032	•	•	•	155	218	500	2039	3888	10591	24413	50899	810362
Total Assets	20	36744	•	•	201	361	697	1959	6918	17088	33635	75463	155247	2440600

Notes and Loans Payable **21**	8753	•	•	1328	154	75	493	1104	3046	9799	27328	64125	555708
All Other Liabilities **22**	13241	•	•	31	63	225	532	1571	5287	11790	21050	30531	914206
Net Worth **23**	14749	•	•	-1158	144	397	933	4242	8755	12045	27086	60591	970686

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	0.1	2.5	1.8	2.2	2.3	1.8	1.6	1.8	1.9	1.4
Quick Ratio **25**	0.9	•	•	0.0	1.9	1.3	1.5	1.3	1.1	0.9	1.0	1.1	0.9
Net Sales to Working Capital **26**	9.5	•	•	•	7.6	12.5	18.5	6.2	7.7	8.9	7.5	7.0	9.0
Coverage Ratio **27**	3.6	12.1	•	•	7.9	7.7	7.4	11.6	7.4	6.0	6.8	3.9	3.0
Total Asset Turnover **28**	1.0	•	•	•	2.6	3.7	7.3	2.3	2.2	1.9	1.9	1.7	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.2
Total Liabilities to Net Worth **31**	1.5	•	•	•	1.5	0.8	1.1	0.6	1.0	1.8	1.8	1.6	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.9	•	•	•	60.3	43.0	52.4	38.7	48.8	64.2	64.1	61.0	60.2
Return on Assets **33**	6.6	•	•	•	22.0	7.5	16.2	14.9	13.6	12.3	15.5	12.4	5.3
Return on Equity **34**	8.6	•	•	•	•	10.5	26.7	20.1	19.5	23.3	31.4	17.5	5.9
Return Before Interest on Equity **35**	16.3	•	•	•	•	13.1	34.0	24.3	26.5	34.5	•	31.7	13.2
Profit Margin, Before Income Tax **36**	4.6	4.2	•	•	7.5	1.8	1.9	6.0	5.3	5.4	6.8	5.4	4.6
Profit Margin, After Income Tax **37**	3.4	4.2	•	•	6.5	1.6	1.8	5.4	4.5	4.4	5.8	4.0	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	84.3	80.5	81.7	77.4	79.2	80.6	84.3	78.2	81.2	81.8
Operating Margin (%) **39**	•	•	•	2.2	1.3	1.2	•	0.5	0.2	•
Oper. Margin Before Officers Comp. (%) **40**	0.5	•	•	3.2	2.1	2.0	•	1.7	1.3	0.3
Average Net Receivables ($) **41**	1840	6788	3346	7596	6204	9130	8988	4599	5489	7291
Average Inventories ($) **42**	1653	1640	2447	5047	4480	6434	5952	2667	2880	3660
Average Net Worth ($) **43**	6263	11409	11074	17598	18044	27977	19729	9233	10162	14749
Current Ratio (×1) **44**	1.8	1.1	1.8	1.7	1.6	1.5	1.3	1.8	1.9	1.4
Quick Ratio (×1) **45**	1.0	0.8	1.0	1.0	0.8	0.8	0.8	1.1	1.2	0.9
Coverage Ratio (×1) **46**	2.3	1.4	2.9	3.7	3.8	3.6	2.9	3.6	4.1	3.6
Asset Turnover (×1) **47**	1.6	0.5	1.0	1.1	1.0	1.1	1.2	1.2	1.2	1.0
Operating Leverage **48**	0.1	34.3	0.1	•	0.6	1.0	•	•	0.4	•
Financial Leverage **49**	1.9	0.6	2.3	1.2	1.0	0.9	0.9	1.1	1.1	1.0
Total Leverage **50**	0.1	19.2	0.2	•	0.6	0.9	•	•	0.4	•

METAL CANS AND SHIPPING CONTAINERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	126	3	•	•	•	•	95	•	17	5	•	3	3
Revenues ($ in Thousands)														
Net Sales	2	7769886	22540	•	•	•	•	218040	•	514655	343378	•	555151	6116121
Portfolio Income	3	86902	•	•	•	•	•	2440	•	3510	27	•	5381	75543
Other Revenues	4	220002	•	•	•	•	•	526	•	1330	4993	•	3137	210018
Total Revenues	5	8076790	22540	•	•	•	•	221006	•	519495	348398	•	563669	6401682
Average Total Revenues	6	64102	7513	•	•	•	•	2326	•	30559	69680	•	187890	2133894
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.8	•	•	•	•	•	62.0	•	82.1	82.5	•	76.2	76.5
Salaries and Wages	8	2.8	•	•	•	•	•	4.9	•	4.9	2.0	•	3.3	2.6
Taxes Paid	9	2.1	•	•	•	•	•	2.8	•	1.5	1.0	•	1.6	2.2
Interest Paid	10	2.5	2.2	•	•	•	•	0.6	•	1.2	1.9	•	1.5	2.8
Depreciation, Depletion, Amortization	11	4.3	4.1	•	•	•	•	6.6	•	2.8	3.9	•	3.4	4.4
Pensions and Other Benefits	12	3.0	•	•	•	•	•	0.9	•	1.0	0.6	•	2.2	3.4
Other	13	8.8	28.2	•	•	•	•	14.9	•	6.7	4.0	•	6.1	9.2
Officers Compensation	14	0.5	•	•	•	•	•	2.6	•	0.9	3.0	•	0.9	0.3
Operating Margin	15	•	•	•	•	•	•	4.7	•	•	1.1	•	4.9	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	7.3	•	•	4.1	•	5.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8008	•	•	•	•	•	358	•	4163	9829	•	27445	257605
Inventories	18	8591	•	•	•	•	•	180	•	3291	5969	•	20000	306546
Net Property, Plant and Equipment	19	20346	•	•	•	•	•	1241	•	5364	12590	•	61096	702765
Total Assets	20	57733	•	•	•	•	•	2050	•	16096	34122	•	142195	2069604

Notes and Loans Payable **21**	25723	•	•	•	•	•	768	•	3846	15035	•	27138	982060
All Other Liabilities **22**	11717	•	•	•	•	•	296	•	4802	9093	•	38604	401767
Net Worth **23**	20292	•	•	•	•	•	985	•	7448	9994	•	76453	685776

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	•	•	2.1	•	1.4	1.6	•	1.8	0.9
Quick Ratio **25**	0.5	•	•	•	•	•	1.6	•	0.8	1.0	•	1.1	0.4
Net Sales to Working Capital **26**	•	•	•	•	•	•	6.5	•	12.3	9.0	•	7.3	•
Coverage Ratio **27**	2.4	•	•	•	•	•	10.8	•	1.0	2.3	•	5.4	2.3
Total Asset Turnover **28**	1.1	•	•	•	•	•	1.1	•	1.9	2.0	•	1.3	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	•	•	•	1.1	•	1.2	2.4	•	0.9	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.9	•	•	•	•	•	52.0	•	53.7	70.7	•	46.2	66.9
Return on Assets **33**	6.5	•	•	•	•	•	7.4	•	2.3	9.0	•	10.4	6.5
Return on Equity **34**	6.9	•	•	•	•	•	5.8	•	•	14.1	•	10.2	7.5
Return Before Interest on Equity **35**	18.4	•	•	•	•	•	15.5	•	4.9	30.6	•	19.3	19.5
Profit Margin, Before Income Tax **36**	3.6	•	•	•	•	•	6.0	•	•	2.6	•	6.5	3.8
Profit Margin, After Income Tax **37**	2.3	•	•	•	•	•	2.5	•	•	2.1	•	4.2	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.1	70.7	76.8	78.8	80.6	81.0	81.8	73.3	73.6	76.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.1	•	•	•	•	•	0.4	•	•	•
Average Net Receivables ($) **41**	3362	5523	11450	5353	18571	19061	11364	6881	4306	8008
Average Inventories ($) **42**	1791	4862	9914	5464	7641	6999	7575	6610	5371	8591
Average Net Worth ($) **43**	8708	19148	49108	37137	62493	44009	23568	11969	11465	20292
Current Ratio (x1) **44**	1.4	0.9	0.9	0.8	0.9	1.0	1.6	1.5	1.2	1.0
Quick Ratio (x1) **45**	0.7	0.4	0.4	0.3	0.6	0.7	0.9	0.7	0.5	0.5
Coverage Ratio (x1) **46**	2.4	2.2	2.2	2.2	1.8	2.2	2.4	1.8	1.3	2.4
Asset Turnover (x1) **47**	0.9	0.7	0.8	0.7	0.7	0.6	1.3	1.1	1.1	1.1
Total Liabilities/Net Worth (x1) **48**	1.2	1.7	1.3	1.0	1.1	1.4	1.3	2.3	1.9	1.9
Return on Assets (x1) **49**	7.7	6.7	7.1	7.7	6.8	7.2	7.6	4.9	3.5	6.5
Return on Equity (%) **50**	6.0	6.2	5.7	5.4	4.2	6.7	6.5	3.6	0.8	6.9

METAL CANS AND SHIPPING CONTAINERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	78	•	•	•	•	•	57	•	10	5	•	3	3
Revenues ($ in Thousands)														
Net Sales	2	7379196	•	•	•	•	•	176263	•	188282	343378	•	555151	6116121
Portfolio Income	3	85463	•	•	•	•	•	2344	•	2168	27	•	5381	75543
Other Revenues	4	219057	•	•	•	•	•	7	•	904	4993	•	3137	210018
Total Revenues	5	7683716	•	•	•	•	•	178614	•	191354	348398	•	563669	6401682
Average Total Revenues	6	98509	•	•	•	•	•	3134	•	19135	69680	•	187890	2133894
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.4	•	•	•	•	•	56.6	•	80.0	82.5	•	76.2	76.5
Salaries and Wages	8	2.7	•	•	•	•	•	5.7	•	5.7	2.0	•	3.3	2.6
Taxes Paid	9	2.1	•	•	•	•	•	2.7	•	1.9	1.0	•	1.6	2.2
Interest Paid	10	2.6	•	•	•	•	•	0.4	•	1.0	1.9	•	1.5	2.8
Depreciation, Depletion, Amortization	11	4.4	•	•	•	•	•	7.5	•	3.6	3.9	•	3.4	4.4
Pensions and Other Benefits	12	3.1	•	•	•	•	•	0.5	•	0.9	0.6	•	2.2	3.4
Other	13	8.8	•	•	•	•	•	12.8	•	5.6	4.0	•	6.1	9.2
Officers Compensation	14	0.5	•	•	•	•	•	2.0	•	0.7	3.0	•	0.9	0.3
Operating Margin	15	•	•	•	•	•	•	11.9	•	0.7	1.1	•	4.9	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	13.9	•	1.4	4.1	•	5.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	12172	•	•	•	•	•	273	•	2960	9829	•	27445	257605
Inventories	18	13385	•	•	•	•	•	121	•	2767	5969	•	20000	306546
Net Property, Plant and Equipment	19	31652	•	•	•	•	•	1397	•	3469	12590	•	61096	702765
Total Assets	20	90688	•	•	•	•	•	2170	•	14396	34122	•	142195	2069604

Notes and Loans Payable **21**	40410	•	•	•	•	•	585	•	1580	15035	•	27138	982060
All Other Liabilities **22**	18072	•	•	•	•	•	239	•	2940	9093	•	38604	401767
Net Worth **23**	32207	•	•	•	•	•	1346	•	9875	9994	•	76453	685776

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	•	•	3.1	•	2.5	1.6	•	1.8	0.9
Quick Ratio **25**	0.5	•	•	•	•	•	2.5	•	1.5	1.0	•	1.1	0.4
Net Sales to Working Capital **26**	•	•	•	•	•	•	7.4	•	4.2	9.0	•	7.3	•
Coverage Ratio **27**	2.6	•	•	•	•	•	•	•	3.5	2.3	•	5.4	2.3
Total Asset Turnover **28**	1.1	•	•	•	•	•	1.4	•	1.3	2.0	•	1.3	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	•	•	•	0.6	•	0.5	2.4	•	0.9	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.5	•	•	•	•	•	38.0	•	31.4	70.7	•	46.2	66.9
Return on Assets **33**	6.9	•	•	•	•	•	19.4	•	4.3	9.0	•	10.4	6.5
Return on Equity **34**	8.0	•	•	•	•	•	20.3	•	2.6	14.1	•	10.2	7.5
Return Before Interest on Equity **35**	19.5	•	•	•	•	•	31.3	•	6.3	30.6	•	19.3	19.5
Profit Margin, Before Income Tax **36**	4.1	•	•	•	•	•	13.2	•	2.4	2.6	•	6.5	3.8
Profit Margin, After Income Tax **37**	2.7	•	•	•	•	•	8.8	•	1.4	2.1	•	4.2	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.4	69.9	76.6	78.7	80.9	81.3	82.8	74.9	75.1	76.4
Operating Margin (%) **39**	•	•	•	•	•	•	0.4	4.0	0.7	•
Oper. Margin Before Officers Comp. (%) **40**	0.4	•	•	•	•	•	0.8	4.7	1.5	•
Average Net Receivables ($) **41**	4858	18747	11731	5584	19909	27409	22928	10107	3345	12172
Average Inventories ($) **42**	2474	16583	9754	5352	7532	9328	14401	10380	5589	13385
Average Net Worth ($) **43**	12926	68449	52043	44915	70530	65263	50251	16111	9984	32207
Current Ratio (x1) **44**	1.4	0.9	0.9	0.7	0.9	1.0	1.6	1.9	2.2	1.0
Quick Ratio (x1) **45**	0.7	0.4	0.4	0.3	0.6	0.7	1.0	0.9	0.8	0.5
Coverage Ratio (x1) **46**	2.6	2.4	2.3	2.6	2.0	2.3	3.0	3.3	2.2	2.6
Asset Turnover (x1) **47**	0.9	0.7	0.8	0.7	0.6	0.5	1.3	1.6	1.5	1.1
Operating Leverage **48**	0.1	17.3	0.9	1.4	1.9	1.0	•	10.6	0.2	•
Financial Leverage **49**	1.0	1.0	1.0	1.2	0.8	1.2	1.1	1.1	0.8	1.1
Total Leverage **50**	0.1	16.9	0.9	1.6	1.5	1.2	•	11.5	0.2	•

CUTLERY, HAND TOOLS, AND HARDWARE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4008	288	713	950	462	485	863	121	76	19	15	7	9
Revenues ($ in Thousands)														
Net Sales	2	23793023	49538	84548	391572	425874	723187	3560804	1723913	1985536	942005	1507578	989448	11409021
Portfolio Income	3	680563	2325	9459	297	2085	805	24949	1499	14033	6433	9515	6974	602188
Other Revenues	4	578070	24217	528	1357	523	1842	27056	2646	11778	5519	6384	7971	488249
Total Revenues	5	25051656	76080	94535	393226	428482	725834	3612809	1728058	2011347	953957	1523477	1004393	12499458
Average Total Revenues	6	6250	264	133	414	927	1497	4186	14281	26465	50208	101565	143485	1388829
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.7	67.8	56.1	62.1	58.4	74.1	65.9	66.5	68.1	69.9	66.3	56.8	59.0
Salaries and Wages	8	6.7	7.3	7.4	8.4	4.9	2.1	4.2	4.3	4.0	5.8	6.1	5.6	8.9
Taxes Paid	9	2.4	3.6	4.2	2.5	3.5	2.7	3.1	3.3	2.7	2.1	2.0	2.3	2.0
Interest Paid	10	2.6	11.3	4.1	1.6	4.1	1.5	1.2	1.2	1.5	2.4	1.2	2.1	3.6
Depreciation, Depletion, Amortization	11	3.1	1.3	7.4	4.5	3.9	4.0	2.8	3.7	2.9	3.5	3.3	4.0	2.9
Pensions and Other Benefits	12	3.0	2.9	•	1.7	2.9	2.2	2.7	3.1	3.6	2.1	3.8	3.1	3.1
Other	13	13.4	16.3	32.5	14.1	9.4	5.8	9.5	7.1	9.0	7.0	10.1	15.8	17.6
Officers Compensation	14	2.3	0.5	3.1	7.6	4.6	6.4	6.1	5.2	2.7	1.8	1.4	0.8	0.5
Operating Margin	15	3.9	•	•	•	8.3	1.3	4.7	5.7	5.7	5.5	6.0	9.5	2.5
Oper. Margin Before Officers Compensation	16	6.2	•	•	5.2	13.0	7.7	10.8	10.9	8.4	7.2	7.4	10.4	2.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	936	•	7	30	52	185	549	1610	3297	7729	14121	22510	240949
Inventories	18	766	•	1	44	66	126	564	1681	4308	9879	18361	19588	146569
Net Property, Plant and Equipment	19	1054	•	17	69	149	262	578	2586	4402	9909	19636	32981	232312
Total Assets	20	5129	•	32	172	365	740	2104	6922	15174	34786	69465	132589	1489636

Notes and Loans Payable **21**	1605	•	37	95	460	317	714	2157	4389	15781	12206	34431	446152
All Other Liabilities **22**	962	•	31	42	129	119	513	1712	3241	6665	13727	38679	241905
Net Worth **23**	2562	•	-37	34	-223	304	877	3054	7544	12340	43532	59478	801580

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.3	2.9	1.4	1.7	1.7	1.5	2.4	2.2	3.0	1.9	1.6
Quick Ratio **25**	1.0	•	0.2	1.6	0.9	1.1	0.9	0.8	1.2	1.0	1.4	1.0	1.0
Net Sales to Working Capital **26**	7.0	•	•	6.2	15.6	9.2	7.6	11.6	4.8	4.8	3.8	6.2	7.8
Coverage Ratio **27**	5.0	4.8	0.3	•	3.2	2.2	6.4	5.8	5.6	3.8	6.9	6.3	5.0
Total Asset Turnover **28**	1.2	•	3.8	2.4	2.5	2.0	2.0	2.1	1.7	1.4	1.5	1.1	0.9
Inventory Turnover **29**	9.7	•	•	•	•	•	9.6	•	8.3	7.0	7.3	8.2	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	•	4.1	•	1.4	1.4	1.3	1.0	1.8	0.6	1.2	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.1	•	•	80.3	•	59.0	58.3	55.9	50.3	64.5	37.3	55.2	46.2
Return on Assets **33**	14.7	•	4.4	•	33.0	6.3	14.4	14.8	14.6	13.0	12.0	14.3	15.1
Return on Equity **34**	16.8	•	9.5	•	•	6.2	24.2	25.2	20.2	20.8	12.6	21.0	14.7
Return Before Interest on Equity **35**	29.5	•	•	•	•	15.2	34.4	33.4	29.3	•	19.2	31.9	28.1
Profit Margin, Before Income Tax **36**	10.2	•	•	•	9.0	1.7	6.2	5.9	7.0	6.7	7.1	11.3	14.2
Profit Margin, After Income Tax **37**	7.2	30.9	•	•	8.2	1.3	5.1	5.4	5.8	5.2	5.5	8.9	9.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.8	62.7	63.0	64.5	64.1	64.1	63.6	62.9	62.6	62.7
Operating Margin (%) **39**	1.0	•	1.6	2.1	•	0.5	•	1.5	1.8	3.9
Oper. Margin Before Officers Comp. (%) **40**	3.5	2.3	4.1	4.4	2.1	3.1	2.8	4.2	4.4	6.2
Average Net Receivables ($) **41**	720	493	821	647	677	613	528	674	862	936
Average Inventories ($) **42**	648	702	650	650	634	591	485	587	723	766
Average Net Worth ($) **43**	1480	1690	1577	1891	2314	2136	1974	2449	2996	2562
Current Ratio (x1) **44**	1.6	1.3	1.5	2.2	1.8	1.7	1.8	1.8	1.9	1.8
Quick Ratio (x1) **45**	0.8	0.5	0.8	0.9	1.0	0.9	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	3.1	2.9	4.3	3.7	2.6	3.1	3.1	3.7	4.7	5.0
Asset Turnover (x1) **47**	1.0	1.1	1.0	0.9	0.9	0.9	0.9	1.0	0.9	1.2
Total Liabilities/Net Worth (x1) **48**	1.3	1.3	1.4	1.4	0.9	0.9	0.9	0.8	0.9	1.0
Return on Assets (x1) **49**	7.7	9.3	11.8	10.8	9.6	10.2	9.6	9.8	9.9	14.7
Return on Equity (%) **50**	7.0	8.5	13.5	14.1	7.9	8.8	8.4	9.1	10.2	16.8

CUTLERY, HAND TOOLS, AND HARDWARE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2888	21	675	577	370	311	723	103	61	19	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	22097062	48988	45164	226158	289115	433865	3389509	1467878	1717894	942005	•	•	•
Portfolio Income	3	665327	1487	8490	289	2085	291	22795	1258	13743	6433	•	•	•
Other Revenues	4	559690	22464	63	1344	523	1347	21839	1922	8791	5519	•	•	•
Total Revenues	5	23322079	72939	53717	227791	291723	435503	3434143	1471058	1740428	953957	•	•	•
Average Total Revenues	6	8076	3473	80	395	788	1400	4750	14282	28532	50208	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.7	68.3	45.8	66.5	47.9	70.9	65.3	65.0	67.1	69.9	•	•	•
Salaries and Wages	8	6.8	7.4	•	2.4	7.3	2.2	4.2	4.4	3.2	5.8	•	•	•
Taxes Paid	9	2.4	3.2	1.3	1.8	4.4	2.6	3.1	3.4	2.7	2.1	•	•	•
Interest Paid	10	2.5	10.9	7.6	1.6	1.8	0.9	1.1	1.1	1.3	2.4	•	•	•
Depreciation, Depletion, Amortization	11	3.0	1.2	13.6	4.4	5.3	2.1	2.8	3.8	2.8	3.5	•	•	•
Pensions and Other Benefits	12	3.0	2.8	•	2.8	2.0	0.8	2.7	3.5	3.4	2.1	•	•	•
Other	13	13.6	10.1	34.6	10.4	12.0	6.5	8.7	7.2	8.5	7.0	•	•	•
Officers Compensation	14	2.2	0.5	•	8.4	6.8	8.1	6.1	4.8	2.8	1.8	•	•	•
Operating Margin	15	4.9	•	•	1.7	12.7	5.9	6.0	7.0	8.2	5.5	•	•	•
Oper. Margin Before Officers Compensation	16	7.1	•	•	10.1	19.5	14.0	12.1	11.8	11.0	7.2	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1228	•	8	31	65	199	593	1571	3520	7729	•	•	•
Inventories	18	965	•	1	48	34	149	571	1725	4345	9879	•	•	•
Net Property, Plant and Equipment	19	1327	•	18	63	178	140	628	2484	4485	9909	•	•	•
Total Assets	20	6704	•	30	188	383	686	2204	6886	15879	34786	•	•	•

Notes and Loans Payable **21**	1953	•	34	62	205	153	623	1679	3304	15781	•	•	•
All Other Liabilities **22**	1179	•	12	61	53	88	504	1560	2971	6665	•	•	•
Net Worth **23**	3571	•	-16	64	125	445	1076	3646	9604	12340	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	0.4	2.5	2.3	3.8	2.0	1.8	2.7	2.2	•	•	•
Quick Ratio **25**	1.1	•	0.4	1.5	1.9	2.6	1.1	1.0	1.4	1.0	•	•	•
Net Sales to Working Capital **26**	6.5	•	•	5.3	6.7	4.0	6.9	7.9	4.5	4.8	•	•	•
Coverage Ratio **27**	5.6	5.1	3.1	2.5	8.8	7.7	7.6	7.9	8.6	3.8	•	•	•
Total Asset Turnover **28**	1.2	•	2.2	2.1	2.1	2.0	2.1	2.1	1.8	1.4	•	•	•
Inventory Turnover **29**	9.8	•	•	•	•	•	•	•	8.7	7.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	•	1.9	2.1	0.6	1.1	0.9	0.7	1.8	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	46.7	•	•	65.8	67.3	35.2	51.2	47.1	39.5	64.5	•	•	•
Return on Assets **33**	16.0	•	•	8.4	31.4	14.6	18.0	17.1	19.0	13.0	•	•	•
Return on Equity **34**	17.9	•	•	14.6	•	17.5	27.2	25.8	24.0	20.8	•	•	•
Return Before Interest on Equity **35**	30.1	•	•	24.7	•	22.6	•	32.3	31.5	•	•	•	•
Profit Margin, Before Income Tax **36**	11.5	•	16.1	2.4	13.6	6.3	7.3	7.2	9.5	6.7	•	•	•
Profit Margin, After Income Tax **37**	8.4	32.5	16.1	2.4	12.5	5.6	6.3	6.6	8.2	5.2	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	60.6	61.8	61.3	62.7	61.7	61.1	61.8	62.2	61.4	61.7
Operating Margin (%) **39**	2.4	0.9	3.4	3.5	1.9	3.5	2.4	2.9	3.2	4.9
Oper. Margin Before Officers Comp. (%) **40**	4.6	2.8	5.3	5.9	4.1	6.0	5.0	5.3	5.7	7.1
Average Net Receivables ($) **41**	1079	718	1114	740	1071	693	775	1026	1219	1228
Average Inventories ($) **42**	910	1022	810	703	885	574	663	857	942	965
Average Net Worth ($) **43**	2304	2709	2226	2382	4267	2903	3442	4188	4752	3571
Current Ratio (x1) **44**	1.6	1.2	1.5	2.4	1.9	2.0	2.0	1.9	1.9	1.9
Quick Ratio (x1) **45**	0.8	0.5	0.8	1.0	1.0	1.1	1.1	1.1	1.1	1.1
Coverage Ratio (x1) **46**	3.9	3.4	5.5	4.9	3.9	5.3	4.8	4.6	6.1	5.6
Asset Turnover (x1) **47**	0.9	1.0	1.0	0.9	0.9	0.8	0.8	0.9	0.9	1.2
Operating Leverage **48**	0.5	0.4	3.9	1.1	0.5	1.8	0.7	1.2	1.1	1.5
Financial Leverage **49**	1.0	1.0	1.2	1.1	0.9	1.1	1.0	1.0	1.1	1.0
Total Leverage **50**	0.5	0.4	4.7	1.2	0.5	2.0	0.7	1.2	1.2	1.5

PLUMBING AND HEATING, EXCEPT ELECTRIC AND WARM AIR

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1497	•	813	•	303	41	228	43	40	16	5	5	3
Revenues ($ in Thousands)														
Net Sales	2	12691265	•	75012	•	126342	43870	965925	518765	1121120	989970	614232	1436003	6800026
Portfolio Income	3	298877	•	•	•	541	•	5036	2217	5816	4105	5902	11747	263516
Other Revenues	4	36264	•	•	•	3392	•	11674	11152	4703	4108	6421	7568	-12757
Total Revenues	5	13026406	•	75012	•	130275	43870	982635	532134	1131639	998183	626555	1455318	7050785
Average Total Revenues	6	8702	•	92	•	430	1070	4310	12375	28291	62386	125311	291064	2350262
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.7	•	53.9	•	44.1	53.9	68.5	66.5	67.1	60.3	68.0	63.7	66.6
Salaries and Wages	8	5.9	•	22.8	•	15.5	6.5	5.8	6.8	4.7	7.3	7.3	5.8	5.3
Taxes Paid	9	2.4	•	5.1	•	3.9	2.9	3.5	2.1	2.1	1.4	2.0	2.4	2.4
Interest Paid	10	2.9	•	•	•	1.4	0.1	2.0	1.5	1.1	0.8	2.2	1.7	4.1
Depreciation, Depletion, Amortization	11	2.6	•	0.5	•	8.6	1.4	2.3	2.1	2.6	2.0	2.9	3.1	2.5
Pensions and Other Benefits	12	2.4	•	0.4	•	7.9	2.2	1.4	1.6	1.4	2.9	2.3	3.3	2.4
Other	13	12.6	•	11.4	•	20.4	22.6	12.6	10.0	13.4	14.4	9.2	14.0	12.2
Officers Compensation	14	1.2	•	3.6	•	13.0	9.9	3.5	3.4	2.3	2.3	1.5	0.5	0.3
Operating Margin	15	4.5	•	2.4	•	•	0.6	0.4	6.1	5.3	8.7	4.7	5.6	4.4
Oper. Margin Before Officers Compensation	16	5.7	•	6.0	•	•	10.5	3.9	9.5	7.6	11.0	6.2	6.1	4.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1250	•	3	•	39	85	513	1458	4757	9040	26807	44144	327964
Inventories	18	1393	•	6	•	82	426	866	2810	5264	7883	14985	41148	367716
Net Property, Plant and Equipment	19	1544	•	2	•	46	•	490	1708	4089	7536	25271	49320	484687
Total Assets	20	7591	•	27	•	332	511	2240	6775	18221	34436	74736	187893	2608493

Notes and Loans Payable **21**	1051	•	26	•	385	489	997	2060	5834	5328	20072	50662	142439
All Other Liabilities **22**	2670	•	2	•	148	37	2686	1262	3160	7229	23776	64406	866465
Net Worth **23**	3870	•	-1	•	-201	-15	-1444	3452	9227	21878	30888	72825	1599588

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	0.6	•	1.0	14.0	0.6	2.6	1.9	3.4	2.2	1.8	2.9
Quick Ratio **25**	0.9	•	0.3	•	0.6	2.3	0.3	0.9	1.0	1.9	1.4	0.9	1.4
Net Sales to Working Capital **26**	6.1	•	•	•	•	2.3	•	4.3	5.0	3.8	4.9	6.4	4.7
Coverage Ratio **27**	3.6	•	•	•	•	6.4	2.1	6.7	6.6	13.6	4.1	5.2	3.2
Total Asset Turnover **28**	1.1	•	3.4	•	1.3	2.1	1.9	1.8	1.5	1.8	1.7	1.5	0.9
Inventory Turnover **29**	8.0	•	•	•	4.5	2.7	6.7	5.7	7.2	9.5	•	8.9	8.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	9.2	•	•
Total Liabilities to Net Worth **31**	1.0	•	•	•	•	•	•	1.0	1.0	0.6	1.4	1.6	0.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.0	•	•	•	•	•	•	49.0	49.4	36.5	58.7	61.3	38.7
Return on Assets **33**	11.5	•	8.0	•	•	1.4	7.8	18.1	11.4	18.3	14.8	13.1	11.1
Return on Equity **34**	11.3	•	•	•	24.5	•	•	23.8	15.0	21.2	18.2	17.7	8.2
Return Before Interest on Equity **35**	22.6	•	•	•	21.0	•	•	•	22.5	28.8	•	33.7	18.1
Profit Margin, Before Income Tax **36**	7.5	•	2.4	•	•	0.6	2.1	8.6	6.3	9.4	6.8	6.9	8.7
Profit Margin, After Income Tax **37**	5.2	•	1.9	•	•	0.5	1.5	6.8	4.9	7.5	4.6	4.5	5.8

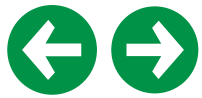
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.6	63.8	65.8	67.0	68.3	67.7	70.0	67.0	67.4	65.7
Operating Margin (%) **39**	2.0	2.4	3.1	1.1	1.6	•	•	1.7	2.1	4.5
Oper. Margin Before Officers Comp. (%) **40**	4.0	4.2	4.2	2.9	2.9	1.3	0.3	2.9	3.4	5.7
Average Net Receivables ($) **41**	1458	1368	1697	2323	2014	1428	1415	1948	1682	1250
Average Inventories ($) **42**	1630	1533	2011	2466	1805	1416	1648	2157	1769	1393
Average Net Worth ($) **43**	4885	5575	5993	6077	5070	3828	4783	6556	5218	3870
Current Ratio (x1) **44**	2.2	2.2	2.2	2.6	2.5	2.2	2.2	1.9	1.9	1.9
Quick Ratio (x1) **45**	1.1	1.1	1.0	1.2	1.3	1.1	1.0	0.9	0.9	0.9
Coverage Ratio (x1) **46**	2.6	2.9	2.5	2.2	2.2	1.8	1.7	2.8	3.1	3.6
Asset Turnover (x1) **47**	1.1	0.9	0.9	1.0	1.0	1.0	1.1	1.0	1.1	1.1
Total Liabilities/Net Worth (x1) **48**	0.9	0.8	1.1	1.4	1.2	1.3	1.0	1.1	1.0	1.0
Return on Assets (x1) **49**	11.7	10.0	10.7	10.4	9.4	7.8	6.0	8.1	9.9	11.5
Return on Equity (%) **50**	7.6	6.8	8.5	8.9	7.2	4.6	2.9	7.2	9.9	11.3

PLUMBING AND HEATING, EXCEPT ELECTRIC AND WARM AIR

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	869	•	409	•	154	41	163	43	31	16	•	•	3
Revenues ($ in Thousands)														
Net Sales	2	11728801	•	57611	•	64545	43870	632504	518765	987267	989970	•	•	6800026
Portfolio Income	3	296403	•	•	•	541	•	4215	2217	5554	4105	•	•	263516
Other Revenues	4	35121	•	•	•	3392	•	11496	11152	4475	4108	•	•	-12757
Total Revenues	5	12060325	•	57611	•	68478	43870	648215	532134	997296	998183	•	•	7050785
Average Total Revenues	6	13878	•	141	•	445	1070	3977	12375	32171	62386	•	•	2350262
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.2	•	55.3	•	34.4	53.9	64.2	66.5	66.3	60.3	•	•	66.6
Salaries and Wages	8	5.8	•	25.7	•	7.8	6.5	4.8	6.8	4.7	7.3	•	•	5.3
Taxes Paid	9	2.3	•	5.1	•	2.7	2.9	4.1	2.1	1.9	1.4	•	•	2.4
Interest Paid	10	2.9	•	•	•	2.7	0.1	2.0	1.5	1.0	0.8	•	•	4.1
Depreciation, Depletion, Amortization	11	2.5	•	•	•	5.5	1.4	2.4	2.1	2.7	2.0	•	•	2.5
Pensions and Other Benefits	12	2.4	•	0.5	•	6.4	2.2	1.9	1.6	1.4	2.9	•	•	2.4
Other	13	12.4	•	9.4	•	24.9	22.6	11.6	10.0	12.8	14.4	•	•	12.2
Officers Compensation	14	1.2	•	•	•	12.0	9.9	4.5	3.4	2.5	2.3	•	•	0.3
Operating Margin	15	5.4	•	4.0	•	3.7	0.6	4.6	6.1	6.7	8.7	•	•	4.4
Oper. Margin Before Officers Compensation	16	6.5	•	4.0	•	15.7	10.5	9.1	9.5	9.2	11.0	•	•	4.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1963	•	2	•	39	85	347	1458	5463	9040	•	•	327964
Inventories	18	2196	•	•	•	77	426	848	2810	5629	7883	•	•	367716
Net Property, Plant and Equipment	19	2507	•	•	•	47	•	415	1708	4779	7536	•	•	484687
Total Assets	20	12276	•	7	•	283	511	1867	6775	19701	34436	•	•	2608493



Notes and Loans Payable **21**	1355	•	•	•	307	489	962	2060	4452	5328	•	•	142439
All Other Liabilities **22**	3743	•	0	•	177	37	635	1262	3124	7229	•	•	866465
Net Worth **23**	7178	•	7	•	-201	-15	270	3452	12124	21878	•	•	1599588

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.7	•	•	•	0.6	14.0	1.6	2.6	2.7	3.4	•	•	2.9
Quick Ratio **25**	1.3	•	•	•	0.2	2.3	0.6	0.9	1.4	1.9	•	•	1.4
Net Sales to Working Capital **26**	4.7	•	21.2	•	•	2.3	7.9	4.3	4.2	3.8	•	•	4.7
Coverage Ratio **27**	4.0	•	•	•	4.7	6.4	4.5	6.7	8.7	13.6	•	•	3.2
Total Asset Turnover **28**	1.1	•	•	•	1.5	2.1	2.1	1.8	1.6	1.8	•	•	0.9
Inventory Turnover **29**	8.0	•	•	•	3.7	2.7	5.9	5.7	7.5	9.5	•	•	8.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.7	•	0.0	•	•	•	5.9	1.0	0.6	0.6	•	•	0.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	41.5	•	1.0	•	•	•	85.6	49.0	38.5	36.5	•	•	38.7
Return on Assets **33**	12.6	•	•	•	18.5	1.4	19.0	18.1	14.1	18.3	•	•	11.1
Return on Equity **34**	11.3	•	•	•	•	•	•	23.8	16.3	21.2	•	•	8.2
Return Before Interest on Equity **35**	21.5	•	•	•	•	•	•	•	23.0	28.8	•	•	18.1
Profit Margin, Before Income Tax **36**	8.6	•	4.0	•	9.8	0.6	7.1	8.6	7.7	9.4	•	•	8.7
Profit Margin, After Income Tax **37**	6.0	•	3.4	•	9.2	0.5	6.1	6.8	6.2	7.5	•	•	5.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.6	63.1	65.3	66.0	67.2	65.6	70.0	65.7	65.9	65.2
Operating Margin (%) **39**	3.8	4.7	3.9	2.5	3.1	2.0	1.5	3.4	3.5	5.4
Oper. Margin Before Officers Comp. (%) **40**	5.7	6.5	4.8	4.2	4.3	3.5	2.7	4.4	4.6	6.5
Average Net Receivables ($) **41**	1860	1533	2061	3560	2541	1362	2411	4349	2661	1963
Average Inventories ($) **42**	2041	1646	2411	3681	2211	1268	2733	4930	2859	2196
Average Net Worth ($) **43**	7019	6177	7505	10253	6929	4160	9472	16617	9451	7178
Current Ratio (×1) **44**	2.4	2.2	2.3	2.6	2.7	2.7	2.5	2.0	2.5	2.7
Quick Ratio (×1) **45**	1.2	1.1	1.0	1.2	1.4	1.4	1.2	0.9	1.2	1.3
Coverage Ratio (×1) **46**	3.2	4.7	2.7	2.7	2.9	2.8	2.6	3.4	3.9	4.0
Asset Turnover (×1) **47**	1.1	1.0	0.9	1.0	1.0	1.0	0.9	0.9	1.1	1.1
Operating Leverage **48**	1.1	1.2	0.8	0.7	1.2	0.7	0.7	2.3	1.0	1.6
Financial Leverage **49**	1.0	1.2	0.9	1.1	1.0	1.0	1.0	1.1	1.1	0.9
Total Leverage **50**	1.1	1.4	0.7	0.7	1.3	0.7	0.8	2.5	1.2	1.5

FABRICATED STRUCTURAL METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8229	329	1310	1465	1638	1137	1807	307	133	42	26	23	11
Revenues ($ in Thousands)														
Net Sales	2	45257912	586455	232262	1081905	1773109	2194585	8864087	4296148	4008868	2668426	3233416	4640784	11677868
Portfolio Income	3	622202	6026	•	2977	8962	5878	28225	11149	22168	5644	27902	52021	451248
Other Revenues	4	358632	2830	426	10790	2382	5894	29204	15168	23004	29460	22012	45603	171861
Total Revenues	5	46238746	595311	232688	1095672	1784453	2206357	8921516	4322465	4054040	2703530	3283330	4738408	12300977
Average Total Revenues	6	5619	1809	178	748	1089	1941	4937	14080	30482	64370	126282	206018	1118271
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.4	86.5	35.6	74.5	64.4	70.8	72.3	76.0	76.4	78.9	77.7	76.2	70.6
Salaries and Wages	8	6.0	5.0	27.0	5.7	6.8	5.9	6.2	4.5	5.0	5.3	4.4	5.9	6.8
Taxes Paid	9	2.0	1.7	4.0	2.5	2.7	2.9	2.5	2.1	2.5	1.7	1.4	1.9	1.3
Interest Paid	10	1.5	3.9	1.1	0.3	0.9	0.7	0.9	1.1	1.4	1.7	1.6	2.0	2.1
Depreciation, Depletion, Amortization	11	2.5	3.0	1.5	1.3	2.1	1.8	2.1	1.7	1.9	2.3	2.0	2.2	3.9
Pensions and Other Benefits	12	2.1	1.6	•	1.5	1.8	1.3	1.6	1.4	2.3	1.7	2.2	2.4	2.9
Other	13	8.2	6.5	19.6	11.3	10.7	8.6	7.8	6.7	5.9	6.2	6.6	7.8	10.2
Officers Compensation	14	2.4	0.5	8.9	5.3	8.6	6.5	3.8	3.0	2.1	1.5	1.2	0.6	0.5
Operating Margin	15	2.0	•	2.5	•	2.0	1.5	2.8	3.5	2.6	0.8	3.0	1.0	1.9
Oper. Margin Before Officers Compensation	16	4.4	•	11.4	3.0	10.6	8.0	6.7	6.5	4.7	2.2	4.1	1.6	2.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	810	•	5	56	126	255	688	2397	4653	8412	20616	41455	148921
Inventories	18	543	•	4	21	68	171	514	1120	3442	10031	15716	26240	87786
Net Property, Plant and Equipment	19	824	•	12	38	84	140	568	1662	3485	9995	17454	32820	253466
Total Assets	20	3980	•	30	165	365	746	2183	6580	14561	36998	72048	151460	1474155

Notes and Loans Payable **21**	1009	•	25	86	123	153	611	2077	4510	14628	31910	36684	285512
All Other Liabilities **22**	1592	•	14	109	82	205	597	2055	4452	10332	19088	62957	715868
Net Worth **23**	1379	•	-9	-31	160	389	975	2448	5598	12038	21050	51818	472776

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.5	0.7	2.3	2.3	1.9	1.6	1.8	1.6	1.7	1.5	1.5
Quick Ratio **25**	0.9	•	0.4	0.6	1.7	1.5	1.1	1.1	1.0	0.7	1.0	1.0	0.6
Net Sales to Working Capital **26**	7.2	•	•	•	7.5	5.8	7.3	9.0	6.9	8.4	7.2	7.0	5.7
Coverage Ratio **27**	3.8	•	3.5	•	3.9	3.9	4.7	4.8	3.6	2.2	3.7	2.6	4.6
Total Asset Turnover **28**	1.4	•	5.9	4.5	3.0	2.6	2.3	2.1	2.1	1.7	1.7	1.3	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	10.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	9.7	•
Total Liabilities to Net Worth **31**	1.9	•	•	•	1.3	0.9	1.2	1.7	1.6	2.1	2.4	1.9	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.4	•	•	•	56.3	47.9	55.4	62.8	61.6	67.5	70.8	65.8	67.9
Return on Assets **33**	7.9	•	22.0	•	10.4	7.0	9.8	11.0	10.7	6.6	10.4	6.7	7.0
Return on Equity **34**	12.2	•	•	32.0	16.0	8.5	15.4	18.7	16.4	5.2	18.5	7.3	11.7
Return Before Interest on Equity **35**	22.8	•	•	19.1	23.9	13.5	22.0	29.7	27.8	20.2	•	19.4	21.8
Profit Margin, Before Income Tax **36**	4.2	•	2.7	•	2.6	2.0	3.5	4.1	3.7	2.1	4.4	3.1	7.6
Profit Margin, After Income Tax **37**	3.1	•	2.5	•	2.4	1.7	3.1	3.3	3.0	1.0	3.1	1.9	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.0	73.1	73.0	74.3	74.2	73.5	75.4	74.8	75.2	73.4
Operating Margin (%) **39**	•	•	•	0.3	0.5	0.8	•	•	0.2	2.0
Oper. Margin Before Officers Comp. (%) **40**	1.0	1.8	2.0	2.7	3.3	4.0	2.0	2.0	2.8	4.4
Average Net Receivables ($) **41**	618	576	586	865	763	678	841	906	875	810
Average Inventories ($) **42**	466	439	442	526	560	472	486	509	456	543
Average Net Worth ($) **43**	1213	927	886	1158	1084	1013	1334	1336	1220	1379
Current Ratio (x1) **44**	1.6	1.6	1.5	1.3	1.7	1.7	1.6	1.5	1.6	1.6
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.8	1.0	1.0	1.0	0.9	1.0	0.9
Coverage Ratio (x1) **46**	1.9	2.2	2.2	2.4	2.4	2.7	1.9	2.1	2.1	3.8
Asset Turnover (x1) **47**	1.4	1.5	1.5	1.4	1.8	1.7	1.4	1.4	1.5	1.4
Total Liabilities/Net Worth (x1) **48**	1.3	1.7	1.8	2.1	1.7	1.6	1.6	1.8	1.8	1.9
Return on Assets (x1) **49**	6.0	7.0	6.9	8.4	9.1	9.4	5.4	5.6	5.0	7.9
Return on Equity (%) **50**	2.3	5.3	6.4	10.7	9.9	10.6	3.5	5.3	4.4	12.2

FABRICATED STRUCTURAL METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6555	218	1220	1037	1345	848	1449	243	108	38	20	17	11
Revenues ($ in Thousands)														
Net Sales	2	38558901	169664	232262	949172	1392375	1609112	7175888	3499618	3410140	2338275	2396039	3708488	11677868
Portfolio Income	3	571142	1074	•	598	5216	5546	25061	6978	19436	5444	20376	30161	451248
Other Revenues	4	288898	656	•	2084	1854	3998	22392	12492	16628	27463	9656	19819	171861
Total Revenues	5	39418941	171394	232262	951854	1399445	1618656	7223341	3519088	3446204	2371182	2426071	3758468	12300977
Average Total Revenues	6	6014	786	190	918	1040	1909	4985	14482	31909	62400	121304	221086	1118271
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.1	85.0	35.6	75.9	60.1	67.2	72.0	75.1	77.1	74.9	73.0	75.3	70.6
Salaries and Wages	8	5.9	2.4	27.0	4.8	7.7	6.3	5.6	4.1	4.4	5.6	5.2	5.7	6.8
Taxes Paid	9	1.9	1.1	4.0	2.1	3.0	3.2	2.3	2.1	2.4	1.7	1.7	2.0	1.3
Interest Paid	10	1.4	0.8	1.1	0.1	0.7	0.6	0.9	0.8	0.9	1.6	1.6	1.7	2.1
Depreciation, Depletion, Amortization	11	2.6	1.0	1.5	1.2	2.2	2.1	2.0	1.7	1.8	2.2	2.3	2.4	3.9
Pensions and Other Benefits	12	2.1	1.0	•	1.4	2.1	1.7	1.7	1.2	2.1	1.6	2.5	2.1	2.9
Other	13	8.0	2.5	14.2	7.8	10.0	9.3	7.2	6.9	4.7	6.8	7.2	6.5	10.2
Officers Compensation	14	2.4	0.5	8.9	4.8	10.0	6.2	3.8	3.2	2.1	1.6	1.2	0.6	0.5
Operating Margin	15	3.6	5.5	7.9	2.0	4.4	3.5	4.5	5.0	4.6	4.1	5.5	3.7	1.9
Oper. Margin Before Officers Compensation	16	6.0	6.1	16.8	6.8	14.4	9.7	8.3	8.2	6.7	5.7	6.7	4.4	2.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	848	•	5	62	141	259	657	2171	4721	8396	20285	42574	148921
Inventories	18	562	•	4	12	57	141	495	1055	3257	9810	17573	26705	87786
Net Property, Plant and Equipment	19	926	•	12	32	83	151	590	1667	3554	9917	18675	35222	253466
Total Assets	20	4443	•	31	155	368	752	2131	6363	14532	36037	74535	147753	1474155

Notes and Loans Payable **21**	976	•	27	26	98	137	553	1611	3016	12872	26955	23656	285512
All Other Liabilities **22**	1758	•	14	65	81	199	522	2068	4092	9563	18925	49684	715868
Net Worth **23**	1709	•	-10	64	189	416	1056	2683	7423	13601	28655	74413	472776

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	0.5	1.7	2.5	2.4	2.0	1.6	1.9	1.6	1.8	1.9	1.5
Quick Ratio **25**	0.9	•	0.4	1.5	1.9	1.7	1.2	1.1	1.2	0.7	1.0	1.2	0.6
Net Sales to Working Capital **26**	6.5	•	•	19.1	6.6	5.7	7.1	9.3	6.7	7.4	6.0	5.1	5.7
Coverage Ratio **27**	5.3	8.9	8.6	•	8.0	7.6	6.8	8.0	7.5	4.4	5.2	3.9	4.6
Total Asset Turnover **28**	1.3	•	6.1	5.9	2.8	2.5	2.3	2.3	2.2	1.7	1.6	1.5	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	9.4	10.0	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	1.4	1.0	0.8	1.0	1.4	1.0	1.7	1.6	1.0	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.5	•	•	58.9	48.6	44.7	50.4	57.8	48.9	62.3	61.6	49.6	67.9
Return on Assets **33**	9.7	•	•	14.2	15.7	12.0	14.2	14.4	14.1	12.1	13.2	9.9	7.0
Return on Equity **34**	15.9	•	•	28.4	24.9	16.8	22.1	24.4	20.3	19.1	20.5	10.3	11.7
Return Before Interest on Equity **35**	25.3	•	•	34.5	30.5	21.6	28.6	34.1	27.5	32.2	34.3	19.6	21.8
Profit Margin, Before Income Tax **36**	6.0	6.6	7.9	2.3	4.9	4.1	5.2	5.6	5.6	5.5	6.6	5.0	7.6
Profit Margin, After Income Tax **37**	4.6	4.8	7.7	2.0	4.6	3.7	4.7	4.6	4.8	4.2	4.9	3.5	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.7	71.3	70.9	72.7	72.6	72.5	74.2	73.6	72.8	72.1
Operating Margin (%) **39**	2.0	2.1	2.1	2.5	2.9	3.4	2.4	1.9	3.0	3.6
Oper. Margin Before Officers Comp. (%) **40**	4.8	4.9	4.8	4.8	5.8	6.7	5.0	4.9	5.9	6.0
Average Net Receivables ($) **41**	676	636	730	1080	778	821	1078	1141	787	848
Average Inventories ($) **42**	506	517	605	600	549	554	585	607	534	562
Average Net Worth ($) **43**	1441	1202	1248	1512	1222	1448	2068	1987	1426	1709
Current Ratio (×1) **44**	1.8	1.9	1.9	1.7	1.8	2.0	1.7	1.6	1.7	1.7
Quick Ratio (×1) **45**	1.0	1.1	1.0	1.0	1.0	1.2	1.1	1.0	1.0	0.9
Coverage Ratio (×1) **46**	4.4	4.1	3.8	3.7	3.9	5.0	4.1	4.1	4.4	5.3
Asset Turnover (×1) **47**	1.5	1.7	1.6	1.6	1.8	1.8	1.3	1.3	1.7	1.3
Operating Leverage **48**	1.3	1.0	1.0	1.2	1.2	1.2	0.7	0.8	1.6	1.2
Financial Leverage **49**	1.0	1.0	1.1	1.1	1.0	1.1	0.9	1.0	1.1	1.0
Total Leverage **50**	1.3	1.1	1.1	1.2	1.2	1.2	0.7	0.8	1.6	1.3

METAL FORGINGS AND STAMPINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3627	169	802	722	222	519	795	161	138	52	26	18	3
Revenues ($ in Thousands)														
Net Sales	2	24575382	190349	119071	277639	153985	703414	4668461	2469477	3951345	3098715	2121132	3465325	3356470
Portfolio Income	3	166918	15852	308	11119	138	1311	16679	18733	11200	12170	15731	22575	41103
Other Revenues	4	172525	846	•	248	367	1882	16539	12539	18108	17220	21006	41660	42109
Total Revenues	5	24914825	207047	119379	289006	154490	706607	4701679	2500749	3980653	3128105	2157869	3529560	3439682
Average Total Revenues	6	6869	1225	149	400	696	1361	5914	15533	28845	60156	82995	196087	1146561
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.6	74.8	51.7	61.9	63.5	64.8	71.8	76.1	73.6	74.9	77.0	75.6	65.7
Salaries and Wages	8	5.2	3.5	6.0	10.1	0.5	2.5	5.0	4.8	3.5	3.8	3.2	3.7	12.1
Taxes Paid	9	2.5	4.8	3.0	5.4	3.7	3.9	2.9	2.3	2.3	2.0	2.4	2.4	2.0
Interest Paid	10	1.6	2.6	1.8	1.2	1.8	1.4	1.2	0.9	1.2	1.1	1.9	1.9	3.3
Depreciation, Depletion, Amortization	11	3.2	2.8	5.3	3.9	1.1	3.6	2.5	2.0	2.9	3.6	5.2	4.1	3.2
Pensions and Other Benefits	12	2.6	1.9	•	0.4	6.5	2.8	2.1	2.3	2.3	2.4	2.4	2.8	3.8
Other	13	6.7	12.7	22.0	13.5	11.1	10.5	6.5	5.1	5.6	4.7	5.5	5.9	10.7
Officers Compensation	14	2.5	0.6	7.2	7.6	14.9	10.9	4.1	2.8	2.6	1.3	1.5	0.9	0.6
Operating Margin	15	3.1	•	3.1	•	•	•	3.9	3.9	6.2	6.2	1.1	2.8	•
Oper. Margin Before Officers Compensation	16	5.6	•	10.3	3.6	12.0	10.6	8.0	6.7	8.8	7.5	2.7	3.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	955	•	8	43	149	202	737	2053	4040	8505	12588	29760	169355
Inventories	18	762	•	7	17	135	112	616	1620	3510	7224	10243	18705	148236
Net Property, Plant and Equipment	19	1383	•	13	33	112	222	711	2062	5404	13995	27691	54698	255197
Total Assets	20	4310	•	39	163	410	747	2412	7067	15809	36415	66438	136344	1231520

Notes and Loans Payable **21**	1173	•	22	31	155	199	787	1307	4708	9842	23586	37386	264792
All Other Liabilities **22**	1396	•	-3	28	50	158	693	2035	3821	9890	19879	50016	538560
Net Worth **23**	1741	•	20	104	205	390	932	3726	7279	16684	22973	48942	428169

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.9	3.3	3.2	2.3	1.6	1.8	1.9	1.7	1.3	1.3	1.3
Quick Ratio **25**	0.9	•	0.6	2.7	1.7	1.7	0.9	1.1	1.1	0.9	0.8	0.7	0.7
Net Sales to Working Capital **26**	9.1	•	•	5.2	3.5	4.9	9.7	7.4	6.7	7.6	12.2	15.2	13.7
Coverage Ratio **27**	3.8	3.0	2.9	1.0	•	1.1	4.8	7.0	6.9	7.4	2.5	3.5	1.3
Total Asset Turnover **28**	1.6	•	3.8	2.4	1.7	1.8	2.4	2.2	1.8	1.6	1.2	1.4	0.9
Inventory Turnover **29**	•	•	•	•	6.6	•	•	•	•	•	•	•	9.9
Receivables Turnover **30**	•	•	•	•	9.3	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.9	0.6	1.0	0.9	1.6	0.9	1.2	1.2	1.9	1.8	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.6	•	47.7	35.9	50.0	47.8	61.4	47.3	54.0	54.2	65.4	64.1	65.2
Return on Assets **33**	9.6	•	19.7	3.0	•	2.7	14.2	13.0	14.6	13.5	5.8	9.2	4.0
Return on Equity **34**	14.0	•	22.7	•	•	•	25.1	19.1	21.6	21.5	6.2	11.9	2.7
Return Before Interest on Equity **35**	23.7	•	•	4.6	•	5.1	•	24.6	31.6	29.4	16.7	25.7	11.5
Profit Margin, Before Income Tax **36**	4.5	5.1	3.4	•	•	0.1	4.6	5.1	6.9	7.1	2.8	4.7	1.1
Profit Margin, After Income Tax **37**	3.6	2.5	3.1	•	•	•	4.0	4.6	5.5	6.0	1.8	3.0	1.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.6	70.3	71.7	73.1	74.3	73.2	72.9	71.8	72.9	72.6
Operating Margin (%) **39**	0.2	•	1.1	1.2	•	•	•	0.8	1.4	3.1
Oper. Margin Before Officers Comp. (%) **40**	3.3	2.8	4.3	4.1	2.7	1.8	1.9	4.3	4.5	5.6
Average Net Receivables ($) **41**	555	623	776	760	817	695	655	680	812	955
Average Inventories ($) **42**	439	516	611	709	701	611	551	542	652	762
Average Net Worth ($) **43**	1069	1104	1508	1647	1676	1372	1204	1289	1573	1741
Current Ratio (x1) **44**	1.6	1.6	1.7	1.6	1.6	1.6	1.6	1.5	1.5	1.6
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.8	0.8	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (x1) **46**	2.2	2.0	3.1	2.5	2.1	1.5	1.4	2.3	3.0	3.8
Asset Turnover (x1) **47**	1.6	1.6	1.5	1.4	1.4	1.4	1.3	1.5	1.5	1.6
Total Liabilities/Net Worth (x1) **48**	1.4	1.5	1.2	1.4	1.5	1.7	1.9	1.4	1.5	1.5
Return on Assets (x1) **49**	7.4	6.9	8.1	8.5	8.8	7.1	5.0	5.8	6.7	9.6
Return on Equity (%) **50**	4.2	3.0	8.7	8.9	8.5	3.9	2.2	6.0	8.6	14.0

METAL FORGINGS AND STAMPINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2737	144	603	462	184	384	622	139	116	46	20	•	•
Revenues ($ in Thousands)														
Net Sales	2	21131162	170860	60567	87422	136209	502292	3812457	2239001	3591668	2798336	1839793	•	•
Portfolio Income	3	151806	15852	308	11029	138	1238	16013	16096	6636	11925	14822	•	•
Other Revenues	4	165656	746	•	247	367	1645	13794	12498	17651	20827	19124	•	•
Total Revenues	5	21448624	187458	60875	98698	136714	505175	3842264	2267595	3615955	2831088	1873739	•	•
Average Total Revenues	6	7837	1302	101	214	743	1316	6177	16314	31172	61545	93687	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.5	71.7	38.6	47.7	56.0	59.7	71.9	74.8	73.2	74.2	75.1	•	•
Salaries and Wages	8	5.3	3.6	•	10.0	0.4	2.6	4.7	4.8	3.3	3.9	3.3	•	•
Taxes Paid	9	2.4	4.4	1.7	4.7	3.9	3.8	2.8	2.3	2.3	2.0	2.3	•	•
Interest Paid	10	1.5	2.6	3.0	1.0	0.7	1.1	1.2	0.7	1.0	1.0	1.4	•	•
Depreciation, Depletion, Amortization	11	3.0	2.8	7.0	9.0	1.2	3.7	2.5	1.9	2.7	3.4	4.1	•	•
Pensions and Other Benefits	12	2.6	1.8	•	1.0	7.4	3.4	2.0	2.3	2.2	2.6	2.3	•	•
Other	13	6.8	7.9	38.2	24.0	11.0	11.7	6.1	5.0	5.5	4.6	5.6	•	•
Officers Compensation	14	2.3	0.6	•	6.1	16.3	12.6	3.6	2.9	2.4	1.3	1.7	•	•
Operating Margin	15	4.7	4.6	11.6	•	3.3	1.5	5.3	5.4	7.4	7.2	4.3	•	•
Oper. Margin Before Officers Compensation	16	7.0	5.2	11.6	2.7	19.5	14.1	8.9	8.3	9.7	8.5	5.9	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1064	•	4	13	172	181	738	2104	4134	8768	13805	•	•
Inventories	18	813	•	9	14	161	112	568	1746	3387	7325	9506	•	•
Net Property, Plant and Equipment	19	1465	•	10	35	94	226	686	1988	5645	13390	25477	•	•
Total Assets	20	4787	•	35	155	435	759	2353	7180	15944	35899	65058	•	•

Notes and Loans Payable **21**	1188	•	29	22	96	114	775	1183	4654	8445	18612	•	•
All Other Liabilities **22**	1512	•	-7	10	43	154	652	2072	3937	9685	18679	•	•
Net Worth **23**	2088	•	13	123	295	491	926	3925	7352	17769	27767	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	0.7	8.9	7.8	2.6	1.7	1.9	1.9	1.9	1.3	•	•
Quick Ratio **25**	1.0	•	0.3	7.4	4.0	2.0	1.0	1.2	1.1	1.1	0.8	•	•
Net Sales to Working Capital **26**	8.4	•	•	2.4	2.5	4.2	9.6	7.2	7.1	6.3	14.6	•	•
Coverage Ratio **27**	5.2	6.6	5.1	10.5	6.6	3.0	6.0	10.2	8.8	9.6	5.2	•	•
Total Asset Turnover **28**	1.6	•	2.9	1.2	1.7	1.7	2.6	2.3	2.0	1.7	1.4	•	•
Inventory Turnover **29**	•	•	8.5	•	5.2	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	8.6	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.8	0.3	0.5	0.6	1.6	0.8	1.2	1.0	1.4	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	56.4	•	63.9	20.6	32.1	35.3	60.6	45.3	53.9	50.5	57.3	•	•
Return on Assets **33**	12.4	•	•	12.4	7.3	5.5	18.9	16.7	17.6	15.7	10.6	•	•
Return on Equity **34**	19.1	•	•	13.6	9.2	5.0	35.0	25.3	27.4	24.4	15.9	•	•
Return Before Interest on Equity **35**	28.4	•	•	15.7	10.8	8.4	•	30.5	•	31.8	24.8	•	•
Profit Margin, Before Income Tax **36**	6.2	14.3	12.1	9.2	3.7	2.1	6.1	6.7	8.0	8.3	6.1	•	•
Profit Margin, After Income Tax **37**	5.2	11.4	11.6	8.9	3.7	1.9	5.3	6.2	6.5	7.1	4.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.7	69.1	70.4	71.8	72.8	71.0	70.6	71.5	70.8	71.5
Operating Margin (%) **39**	3.9	4.2	3.7	3.4	2.1	3.9	3.9	4.1	3.7	4.7
Oper. Margin Before Officers Comp. (%) **40**	7.6	8.1	6.8	6.2	4.7	8.0	7.9	8.2	6.8	7.0
Average Net Receivables ($) **41**	523	521	848	879	856	594	546	659	943	1064
Average Inventories ($) **42**	396	422	647	798	725	507	409	476	736	813
Average Net Worth ($) **43**	1031	990	1949	2140	2082	1173	1055	1228	1986	2088
Current Ratio (x1) **44**	1.7	1.9	2.0	1.9	1.9	1.8	1.9	1.8	1.7	1.7
Quick Ratio (x1) **45**	1.0	1.1	1.1	1.0	1.0	1.0	1.2	1.1	1.0	1.0
Coverage Ratio (x1) **46**	4.7	4.5	5.5	3.5	2.9	4.3	4.6	5.2	5.1	5.2
Asset Turnover (x1) **47**	1.8	2.1	1.6	1.4	1.4	1.8	1.7	1.8	1.5	1.6
Operating Leverage **48**	0.9	1.1	0.9	0.9	0.6	1.9	1.0	1.1	0.9	1.3
Financial Leverage **49**	1.0	1.0	1.2	0.9	1.0	1.2	1.0	1.1	1.0	1.0
Total Leverage **50**	0.9	1.1	1.1	0.8	0.6	2.2	1.0	1.1	0.9	1.3

COATING, ENGRAVING, AND ALLIED SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3420	469	714	630	436	700	354	74	30	7	6	•	•
Revenues ($ in Thousands)														
Net Sales	2	6738215	12985	389243	534801	455137	1269515	1423453	910744	712365	449610	580361	•	•
Portfolio Income	3	18400	33	•	411	17	1404	2555	3117	2677	300	7885	•	•
Other Revenues	4	57145	•	•	623	4659	3443	22867	2812	2427	1189	19127	•	•
Total Revenues	5	6813760	13018	389243	535835	459813	1274362	1448875	916673	717469	451099	607373	•	•
Average Total Revenues	6	1992	28	545	851	1055	1821	4093	12387	23916	64443	101229	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.5	66.9	52.5	54.9	69.2	51.6	58.6	66.9	70.2	69.6	70.7	•	•
Salaries and Wages	8	5.6	0.6	4.8	4.6	3.1	8.2	6.7	5.4	5.1	3.3	4.1	•	•
Taxes Paid	9	4.0	3.2	10.6	5.5	2.8	4.3	3.4	3.9	2.8	2.3	2.3	•	•
Interest Paid	10	1.1	1.9	0.9	0.2	0.9	1.5	1.1	1.6	1.2	0.5	0.5	•	•
Depreciation, Depletion, Amortization	11	3.5	6.6	1.3	2.6	3.2	3.7	3.2	4.3	4.7	3.0	3.9	•	•
Pensions and Other Benefits	12	2.4	1.0	0.6	3.6	1.1	1.8	2.1	4.6	2.4	3.1	1.6	•	•
Other	13	12.4	9.3	20.6	18.5	15.0	17.4	11.9	7.7	5.3	6.3	10.4	•	•
Officers Compensation	14	4.9	3.9	6.4	11.9	1.7	7.5	6.0	2.3	2.5	1.7	1.2	•	•
Operating Margin	15	4.8	6.6	2.3	•	3.1	4.1	7.3	3.4	5.9	10.3	5.4	•	•
Oper. Margin Before Officers Compensation	16	9.6	10.5	8.6	10.2	4.8	11.5	13.3	5.7	8.4	12.0	6.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	218	•	13	43	114	199	492	1757	2812	7875	12614	•	•
Inventories	18	88	•	•	0	12	51	145	514	1467	8909	10454	•	•
Net Property, Plant and Equipment	19	395	•	20	65	176	226	772	3718	7806	10829	33992	•	•
Total Assets	20	923	•	42	175	364	673	1878	7016	14965	32795	87388	•	•

Notes and Loans Payable **21**	352	•	24	99	232	403	629	2747	4745	3659	24637	•	•
All Other Liabilities **22**	216	•	23	40	64	208	402	1624	3482	6847	17999	•	•
Net Worth **23**	355	•	-5	37	68	62	846	2645	6738	22289	44752	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	0.7	1.0	2.0	1.4	1.8	1.4	1.1	2.8	1.8	•	•
Quick Ratio **25**	1.1	•	0.7	0.9	1.9	1.2	1.4	1.0	0.7	1.4	1.0	•	•
Net Sales to Working Capital **26**	14.2	•	•	•	11.4	17.6	10.4	17.1	•	4.7	7.6	•	•
Coverage Ratio **27**	6.6	4.6	3.5	•	5.5	4.1	9.5	3.6	6.6	•	•	•	•
Total Asset Turnover **28**	2.1	•	12.8	4.9	2.9	2.7	2.2	1.8	1.6	2.0	1.1	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	3.8	4.3	9.9	1.2	1.7	1.2	0.5	1.0	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.5	•	•	79.0	81.2	90.8	54.9	62.3	55.0	32.0	48.8	•	•
Return on Assets **33**	14.8	•	•	•	14.6	15.9	21.6	9.8	12.4	21.8	11.6	•	•
Return on Equity **34**	27.7	•	•	•	•	•	37.1	15.3	19.9	27.0	16.4	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	26.0	27.4	32.1	22.6	•	•
Profit Margin, Before Income Tax **36**	5.9	6.9	2.3	•	4.2	4.5	9.0	4.0	6.6	10.7	10.0	•	•
Profit Margin, After Income Tax **37**	5.0	4.0	2.3	•	4.1	4.0	7.8	3.3	5.7	9.4	7.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.7	63.0	59.4	64.7	62.8	64.9	65.4	67.7	64.5	61.5
Operating Margin (%) **39**	•	1.4	2.8	4.7	3.8	1.5	0.8	0.8	2.7	4.8
Oper. Margin Before Officers Comp. (%) **40**	4.2	6.3	9.7	9.7	8.5	6.1	5.4	4.8	6.9	9.6
Average Net Receivables ($) **41**	406	256	219	329	245	304	215	225	229	218
Average Inventories ($) **42**	187	139	105	193	115	169	114	126	99	88
Average Net Worth ($) **43**	704	432	358	608	410	628	435	384	424	355
Current Ratio (x1) **44**	1.7	1.5	1.9	2.2	1.6	2.0	1.8	1.5	1.5	1.5
Quick Ratio (x1) **45**	1.2	1.0	1.3	1.5	1.1	1.4	1.3	1.0	1.1	1.1
Coverage Ratio (x1) **46**	2.3	3.0	3.6	5.3	4.1	2.9	2.2	2.3	5.0	6.6
Asset Turnover (x1) **47**	1.5	1.8	2.1	2.0	2.0	1.9	1.8	1.8	2.0	2.1
Total Liabilities/Net Worth (x1) **48**	1.4	1.6	1.4	1.1	1.3	1.1	1.3	1.7	1.3	1.6
Return on Assets (x1) **49**	7.6	9.2	11.8	15.9	13.9	9.1	7.0	6.6	12.1	14.8
Return on Equity (%) **50**	4.7	7.8	14.9	22.3	19.1	8.6	5.7	7.3	17.5	27.7

COATING, ENGRAVING, AND ALLIED SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2011	4	385	310	374	489	335	74	26	7	6	•	•
Revenues ($ in Thousands)														
Net Sales	2	5956576	12985	81199	464101	366758	1062926	1347652	910744	680239	449610	580361	•	•
Portfolio Income	3	16826	33	•	•	17	904	2476	3117	2093	300	7885	•	•
Other Revenues	4	55690	•	•	•	4659	3120	22655	2812	2130	1189	19127	•	•
Total Revenues	5	6029092	13018	81199	464101	371434	1066950	1372783	916673	684462	451099	607373	•	•
Average Total Revenues	6	2998	3254	211	1497	993	2182	4098	12387	26325	64443	101229	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.3	66.9	52.0	53.1	63.4	54.9	58.2	66.9	70.8	69.6	70.7	•	•
Salaries and Wages	8	5.4	0.6	•	3.6	3.8	7.3	6.8	5.4	5.1	3.3	4.1	•	•
Taxes Paid	9	3.4	3.2	5.9	5.1	2.5	4.1	3.3	3.9	2.6	2.3	2.3	•	•
Interest Paid	10	0.9	1.9	0.3	0.1	1.0	1.0	1.0	1.6	1.0	0.5	0.5	•	•
Depreciation, Depletion, Amortization	11	3.4	6.6	1.0	2.1	3.4	3.4	3.0	4.3	4.3	3.0	3.9	•	•
Pensions and Other Benefits	12	2.3	1.0	1.8	3.5	1.4	1.1	2.0	4.6	2.1	3.1	1.6	•	•
Other	13	11.6	7.6	15.7	19.3	17.6	16.3	11.9	7.7	4.9	6.3	10.4	•	•
Officers Compensation	14	4.4	3.9	11.4	10.6	2.1	5.9	6.1	2.3	2.5	1.7	1.2	•	•
Operating Margin	15	6.1	8.4	12.1	2.6	4.9	6.2	7.7	3.4	6.8	10.3	5.4	•	•
Oper. Margin Before Officers Compensation	16	10.6	12.3	23.4	13.3	7.0	12.0	13.8	5.7	9.3	12.0	6.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	335	•	•	30	103	243	493	1757	3076	7875	12614	•	•
Inventories	18	144	•	•	•	9	59	150	514	1678	8909	10454	•	•
Net Property, Plant and Equipment	19	612	•	9	73	180	253	756	3718	7934	10829	33992	•	•
Total Assets	20	1410	•	11	179	361	698	1885	7016	15228	32795	87388	•	•

Notes and Loans Payable **21**	456	•	2	66	263	236	609	2747	3899	3659	24637	•	•
All Other Liabilities **22**	292	•	3	16	54	111	405	1624	3672	6847	17999	•	•
Net Worth **23**	662	•	6	97	44	350	871	2645	7657	22289	44752	•	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	1.8	•	0.2	1.3	2.1	2.8	1.8	1.4	1.2	2.8	1.8	•	•
Quick Ratio **25**	1.3	•	0.2	1.3	2.0	2.3	1.4	1.0	0.8	1.4	1.0	•	•
Net Sales to Working Capital **26**	10.8	•	•	•	10.7	8.3	10.2	17.1	29.5	4.7	7.6	•	•
Coverage Ratio **27**	8.9	5.5	•	•	7.2	7.5	10.4	3.6	8.2	•	•	•	•
Total Asset Turnover **28**	2.1	•	•	8.4	2.7	3.1	2.1	1.8	1.7	2.0	1.1	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.8	0.9	7.1	1.0	1.2	1.7	1.0	0.5	1.0	•	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	53.1	•	45.3	46.1	87.7	49.8	53.8	62.3	49.7	32.0	48.8	•	•
Return on Assets **33**	17.4	•	•	23.1	19.5	23.6	22.6	9.8	14.4	21.8	11.6	•	•
Return on Equity **34**	28.5	•	•	35.8	•	37.4	38.2	15.3	21.8	27.0	16.4	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	26.0	28.7	32.1	22.6	•	•
Profit Margin, Before Income Tax **36**	7.3	8.6	12.1	2.6	6.2	6.6	9.6	4.0	7.4	10.7	10.0	•	•
Profit Margin, After Income Tax **37**	6.4	5.7	12.1	2.3	6.1	6.0	8.3	3.3	6.4	9.4	7.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.1	60.7	59.9	64.9	62.5	62.5	65.2	66.6	64.8	62.3
Operating Margin (%) **39**	5.4	4.8	5.2	6.2	6.0	4.8	4.9	4.2	4.4	6.1
Oper. Margin Before Officers Comp. (%) **40**	11.3	9.8	11.6	11.2	11.1	9.7	9.9	7.9	8.4	10.6
Average Net Receivables ($) **41**	316	334	223	360	238	353	321	490	456	335
Average Inventories ($) **42**	160	194	115	214	110	212	179	267	218	144
Average Net Worth ($) **43**	738	734	386	727	482	942	825	1013	1005	662
Current Ratio (×1) **44**	2.1	1.8	2.0	2.3	2.1	2.8	2.1	1.7	1.7	1.8
Quick Ratio (×1) **45**	1.5	1.2	1.4	1.6	1.5	2.0	1.5	1.2	1.2	1.3
Coverage Ratio (×1) **46**	6.9	6.2	5.7	7.2	6.5	6.3	5.8	5.2	7.6	8.9
Asset Turnover (×1) **47**	1.9	1.8	2.2	2.1	2.0	1.9	1.8	1.8	1.9	2.1
Operating Leverage **48**	1.2	0.9	1.1	1.2	1.0	0.8	1.0	0.9	1.1	1.4
Financial Leverage **49**	1.0	1.0	1.2	1.1	1.0	1.0	1.0	1.0	1.0	1.1
Total Leverage **50**	1.2	0.9	1.3	1.3	0.9	0.8	1.1	0.9	1.1	1.5

ORDNANCE AND ACCESSORIES, EXCEPT VEHICLES AND GUIDED MISSILES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	625	•	409	•	62	58	69	•	15	3	4	5	•
Revenues ($ in Thousands)														
Net Sales	2	2534027	•	2858	•	45441	69446	380221	•	547342	167322	352339	969059	•
Portfolio Income	3	13129	•	•	•	•	•	116	•	1493	683	6323	4513	•
Other Revenues	4	30195	•	•	•	•	2	284	•	5496	12200	2142	10072	•
Total Revenues	5	2577351	•	2858	•	45441	69448	380621	•	554331	180205	360804	983644	•
Average Total Revenues	6	4124	•	7	•	733	1197	5516	•	36955	60068	90201	196729	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.0	•	44.2	•	54.6	48.3	62.8	•	81.0	87.5	90.1	66.4	•
Salaries and Wages	8	3.6	•	•	•	11.0	4.3	9.8	•	1.9	2.4	2.0	2.6	•
Taxes Paid	9	2.6	•	6.4	•	2.2	5.4	4.2	•	4.1	0.5	0.9	1.8	•
Interest Paid	10	2.5	•	•	•	1.8	1.0	1.8	•	1.6	4.3	3.1	3.0	•
Depreciation, Depletion, Amortization	11	3.0	•	•	•	2.1	1.7	2.7	•	1.7	2.8	3.3	3.9	•
Pensions and Other Benefits	12	1.6	•	•	•	•	•	0.9	•	3.5	1.1	0.4	1.5	•
Other	13	11.4	•	54.6	•	10.1	13.4	14.7	•	5.4	14.5	6.2	14.6	•
Officers Compensation	14	2.1	•	•	•	6.5	24.4	2.4	•	1.8	0.5	1.0	1.1	•
Operating Margin	15	0.3	•	•	•	11.7	1.6	0.7	•	•	•	•	5.2	•
Oper. Margin Before Officers Compensation	16	2.4	•	•	•	18.2	26.0	3.2	•	1.0	•	•	6.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	538	•	0	•	76	212	397	•	5016	10498	14176	25651	•
Inventories	18	736	•	0	•	55	211	438	•	5584	13103	14470	46664	•
Net Property, Plant and Equipment	19	741	•	•	•	14	93	754	•	6049	8000	16390	44978	•
Total Assets	20	2749	•	2	•	258	634	1724	•	18334	34345	55885	188864	•

Notes and Loans Payable **21**	1092	•	•	•	121	116	1458	•	6675	6705	26988	67921	•
All Other Liabilities **22**	922	•	0	•	25	24	1231	•	5682	24488	18274	51251	•
Net Worth **23**	736	•	2	•	112	494	-965	•	5977	3152	10622	69692	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	1.5	•	7.1	•	9.3	•	0.6	•	1.4	1.3	1.4	2.0	•
Quick Ratio **25**	0.7	•	6.8	•	6.8	10.9	0.3	•	0.6	0.6	0.7	0.9	•
Net Sales to Working Capital **26**	7.3	•	9.1	•	3.6	2.3	•	•	12.0	10.8	11.0	3.8	•
Coverage Ratio **27**	1.8	•	•	•	7.4	2.7	1.5	•	1.3	•	•	3.3	•
Total Asset Turnover **28**	1.5	•	3.7	•	2.9	1.9	3.2	•	2.0	1.6	1.6	1.0	•
Inventory Turnover **29**	8.0	•	•	•	•	5.5	•	•	•	7.5	•	5.5	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.7	•	0.1	•	1.3	0.3	•	•	2.1	9.9	4.3	1.7	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	73.3	•	6.6	•	56.4	22.1	•	•	67.4	90.8	81.0	63.1	•
Return on Assets **33**	6.7	•	•	•	38.5	4.9	8.3	•	4.0	•	•	9.9	•
Return on Equity **34**	3.0	•	•	•	•	3.9	•	•	•	•	•	10.1	•
Return Before Interest on Equity **35**	24.9	•	•	•	•	6.3	•	•	12.3	•	•	26.8	•
Profit Margin, Before Income Tax **36**	2.0	•	•	•	11.7	1.6	0.9	•	0.5	•	•	6.7	•
Profit Margin, After Income Tax **37**	0.5	•	•	•	9.4	1.6	0.3	•	•	•	•	3.6	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.1	67.7	75.5	74.6	70.3	74.9	67.5	69.0	68.5	73.0
Operating Margin (%) **39**	3.2	3.2	1.7	•	•	•	0.9	0.9	0.8	0.3
Oper. Margin Before Officers Comp. (%) **40**	6.0	6.1	3.8	0.6	•	•	5.0	4.3	3.4	2.4
Average Net Receivables ($) **41**	505	950	613	1315	1601	1677	1235	398	767	538
Average Inventories ($) **42**	608	1110	720	1759	1752	1432	1352	588	1104	736
Average Net Worth ($) **43**	879	1444	833	1923	2250	1408	1313	557	367	736
Current Ratio (x1) **44**	2.1	1.8	1.8	1.7	2.1	1.5	1.7	1.6	1.6	1.5
Quick Ratio (x1) **45**	0.9	0.9	0.8	0.7	0.9	0.8	0.8	0.7	0.7	0.7
Coverage Ratio (x1) **46**	2.6	2.9	2.5	1.2	1.1	1.0	1.4	2.4	2.1	1.8
Asset Turnover (x1) **47**	1.2	1.7	1.4	1.1	1.0	1.1	1.2	1.3	1.0	1.5
Total Liabilities/Net Worth (x1) **48**	1.9	1.6	2.1	2.7	2.7	4.1	3.2	2.9	11.2	2.7
Return on Assets (x1) **49**	10.8	13.6	9.5	5.0	6.3	6.2	7.5	9.3	5.4	6.7
Return on Equity (%) **50**	9.8	11.8	10.8	•	•	•	2.5	12.9	8.7	3.0

ORDNANCE AND ACCESSORIES, EXCEPT VEHICLES AND GUIDED MISSILES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	179	•	•	•	62	58	44	•	10	•	4	•	•
Revenues ($ in Thousands)														
Net Sales	2	1394079	•	•	•	45441	69446	190695	•	518399	•	570098	•	•
Portfolio Income	3	4981	•	•	•	•	•	116	•	1626	•	3239	•	•
Other Revenues	4	9038	•	•	•	•	2	285	•	6956	•	1796	•	•
Total Revenues	5	1408098	•	•	•	45441	69448	191096	•	526981	•	575133	•	•
Average Total Revenues	6	7866	•	•	•	733	1197	4343	•	52698	•	143783	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	74.7	•	•	•	54.6	48.3	72.2	•	81.7	•	74.0	•	•
Salaries and Wages	8	2.3	•	•	•	11.0	4.3	4.7	•	1.7	•	1.1	•	•
Taxes Paid	9	2.9	•	•	•	2.2	5.4	2.4	•	3.3	•	2.6	•	•
Interest Paid	10	1.0	•	•	•	1.8	1.0	0.5	•	1.6	•	0.4	•	•
Depreciation, Depletion, Amortization	11	1.9	•	•	•	2.1	1.7	2.1	•	1.2	•	2.4	•	•
Pensions and Other Benefits	12	1.8	•	•	•	•	•	0.3	•	4.0	•	0.6	•	•
Other	13	5.6	•	•	•	10.1	13.4	9.7	•	4.9	•	3.4	•	•
Officers Compensation	14	3.0	•	•	•	6.5	24.4	4.8	•	1.6	•	0.8	•	•
Operating Margin	15	7.0	•	•	•	11.7	1.6	3.4	•	•	•	14.7	•	•
Oper. Margin Before Officers Compensation	16	10.0	•	•	•	18.2	26.0	8.1	•	1.6	•	15.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1084	•	•	•	76	212	396	•	8034	•	19823	•	•
Inventories	18	1148	•	•	•	55	211	403	•	8685	•	21332	•	•
Net Property, Plant and Equipment	19	1184	•	•	•	14	93	507	•	4840	•	33742	•	•
Total Assets	20	4239	•	•	•	258	634	1488	•	23053	•	102487	•	•

Notes and Loans Payable **21**	719	•	•	•	121	116	344	•	6534	•	8496	•	•
All Other Liabilities **22**	1178	•	•	•	25	24	404	•	9819	•	22998	•	•
Net Worth **23**	2342	•	•	•	112	494	740	•	6700	•	70993	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.4	•	•	•	9.3	•	2.1	•	1.3	•	4.8	•	•
Quick Ratio **25**	1.4	•	•	•	6.8	10.9	1.2	•	0.6	•	2.9	•	•
Net Sales to Working Capital **26**	4.7	•	•	•	3.6	2.3	8.6	•	14.2	•	2.9	•	•
Coverage Ratio **27**	9.3	•	•	•	7.4	2.7	8.2	•	2.1	•	•	•	•
Total Asset Turnover **28**	1.8	•	•	•	2.9	1.9	2.9	•	2.3	•	1.4	•	•
Inventory Turnover **29**	•	•	•	•	•	5.5	•	•	9.8	•	9.9	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.8	•	•	•	1.3	0.3	1.0	•	2.5	•	0.5	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	44.8	•	•	•	56.4	22.1	50.3	•	70.9	•	30.7	•	•
Return on Assets **33**	16.4	•	•	•	38.5	4.9	11.9	•	7.6	•	22.3	•	•
Return on Equity **34**	17.7	•	•	•	•	3.9	14.3	•	9.8	•	20.4	•	•
Return Before Interest on Equity **35**	29.7	•	•	•	•	6.3	23.9	•	26.0	•	32.2	•	•
Profit Margin, Before Income Tax **36**	8.0	•	•	•	11.7	1.6	3.6	•	1.7	•	15.6	•	•
Profit Margin, After Income Tax **37**	5.3	•	•	•	9.4	1.6	2.4	•	1.3	•	10.1	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.6	67.4	72.1	71.9	69.7	75.4	61.8	65.3	64.4	74.7
Operating Margin (%) **39**	4.8	5.1	3.9	2.8	8.1	4.1	8.3	7.8	9.9	7.0
Oper. Margin Before Officers Comp. (%) **40**	7.8	8.2	6.2	4.2	10.8	7.2	14.6	12.4	12.0	10.0
Average Net Receivables ($) **41**	527	1211	603	2260	526	770	1085	661	422	1084
Average Inventories ($) **42**	608	1458	707	2885	852	989	1638	769	512	1148
Average Net Worth ($) **43**	988	1880	881	3182	1410	1908	2616	1438	977	2342
Current Ratio (x1) **44**	2.2	1.9	2.1	2.3	2.3	2.1	2.2	2.6	2.2	2.4
Quick Ratio (x1) **45**	1.0	0.9	1.0	1.0	1.0	1.0	1.0	1.3	1.2	1.4
Coverage Ratio (x1) **46**	3.0	4.6	3.5	2.4	5.6	5.1	6.8	6.1	8.2	9.3
Asset Turnover (x1) **47**	1.2	1.6	1.4	1.4	1.6	2.4	1.8	1.4	1.5	1.8
Operating Leverage **48**	0.9	1.1	0.8	0.7	2.9	0.5	2.0	1.0	1.3	0.7
Financial Leverage **49**	0.7	1.2	1.1	0.8	1.5	1.0	1.1	1.0	1.0	1.0
Total Leverage **50**	0.7	1.3	0.8	0.6	4.3	0.5	2.2	0.9	1.2	0.7

MISCELLANEOUS FABRICATED METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25983	685	8065	4801	4185	3356	3603	660	369	125	72	37	25
Revenues ($ in Thousands)														
Net Sales	2	88780658	438001	1444886	2373814	3972689	5854837	14653897	8866149	9673333	6989217	7816494	6771859	19925482
Portfolio Income	3	713349	3281	11855	23051	8585	12641	65924	28407	41993	45290	36026	67385	368913
Other Revenues	4	937104	27000	2075	3197	64641	49691	77584	58069	76960	61117	68546	70161	378059
Total Revenues	5	90431111	468282	1458816	2400062	4045915	5917169	14797405	8952625	9792286	7095624	7921066	6909405	20672454
Average Total Revenues	6	3480	684	181	500	967	1763	4107	13565	26537	56765	110015	186741	826898
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.0	66.5	49.2	59.0	55.9	69.2	67.1	72.5	70.0	75.4	74.3	72.9	72.2
Salaries and Wages	8	5.5	12.0	10.7	6.2	9.0	4.8	5.3	4.9	5.4	4.0	5.1	6.5	5.4
Taxes Paid	9	2.4	2.7	3.9	3.3	4.1	2.9	2.9	2.2	2.4	2.0	1.9	1.9	2.1
Interest Paid	10	1.7	2.4	0.6	1.0	1.0	1.1	1.3	1.5	1.4	1.4	1.9	2.3	2.6
Depreciation, Depletion, Amortization	11	2.9	3.1	2.7	3.8	3.5	2.8	2.9	2.6	2.9	2.8	3.1	3.1	2.8
Pensions and Other Benefits	12	2.5	2.0	0.9	1.9	2.3	1.9	2.4	1.8	2.4	1.9	2.0	2.5	3.8
Other	13	8.9	20.4	24.9	13.7	13.3	9.2	9.3	8.2	8.2	6.8	7.3	8.1	8.1
Officers Compensation	14	3.0	6.0	9.5	7.4	9.0	5.5	5.7	3.3	2.4	1.3	1.0	0.9	0.4
Operating Margin	15	3.1	•	•	3.8	2.1	2.8	3.1	3.1	5.1	4.5	3.5	1.9	2.7
Oper. Margin Before Officers Compensation	16	6.1	•	7.0	11.1	11.1	8.2	8.8	6.4	7.4	5.8	4.5	2.8	3.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	503	•	9	41	116	207	557	1796	3908	8242	15858	34076	141737
Inventories	18	442	•	3	22	54	143	458	1605	3690	7256	16750	33696	128150
Net Property, Plant and Equipment	19	576	•	13	52	118	202	561	2171	4571	9956	22689	38874	159528
Total Assets	20	2149	•	35	156	360	711	2104	6879	15271	33001	70012	150414	737492

Notes and Loans Payable **21**	699	•	42	52	139	233	688	2278	4500	9148	25794	50949	227079
All Other Liabilities **22**	583	•	6	30	84	175	513	2103	3774	8482	19269	43477	213844
Net Worth **23**	867	•	-13	73	137	302	903	2498	6996	15371	24948	55988	296569

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	2.2	2.5	1.8	2.0	2.0	1.7	1.9	1.9	1.8	1.9	1.9
Quick Ratio **25**	1.0	•	1.8	1.8	1.3	1.3	1.2	0.9	1.0	1.0	0.9	1.0	1.0
Net Sales to Working Capital **26**	6.3	•	16.6	9.0	10.4	7.5	6.2	7.7	6.2	6.6	6.6	5.0	5.2
Coverage Ratio **27**	3.9	•	•	6.2	4.8	4.7	4.1	3.6	5.6	5.5	3.5	2.7	3.5
Total Asset Turnover **28**	1.6	•	5.1	3.2	2.6	2.5	1.9	2.0	1.7	1.7	1.6	1.2	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	10.0	•	9.6	7.9	9.0
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	1.1	1.6	1.4	1.3	1.8	1.2	1.2	1.8	1.7	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.7	•	•	52.9	61.8	57.6	57.1	63.7	54.2	53.4	64.4	62.8	59.8
Return on Assets **33**	10.6	•	•	18.6	13.1	12.0	10.5	10.9	13.1	12.6	10.5	7.5	10.0
Return on Equity **34**	15.3	•	21.3	32.0	24.6	20.0	15.9	16.4	20.3	17.2	16.7	9.1	12.3
Return Before Interest on Equity **35**	26.3	•	12.5	•	34.2	28.3	24.4	29.9	28.6	27.0	29.4	20.3	24.9
Profit Margin, Before Income Tax **36**	5.0	•	•	4.9	3.9	3.8	4.1	4.0	6.3	6.1	4.8	3.9	6.6
Profit Margin, After Income Tax **37**	3.9	•	•	4.8	3.6	3.5	3.5	3.1	5.4	4.7	3.9	2.8	4.6

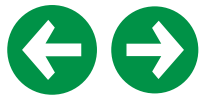
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.1	68.4	69.5	71.1	70.1	70.1	69.4	69.5	69.7	70.0
Operating Margin (%) **39**	•	•	•	0.3	0.6	0.6	•	1.2	2.3	3.1
Oper. Margin Before Officers Comp. (%) **40**	2.1	1.3	2.6	3.4	4.1	3.9	0.8	4.7	5.7	6.1
Average Net Receivables ($) **41**	365	481	469	335	334	338	561	399	431	503
Average Inventories ($) **42**	394	414	413	319	322	324	391	345	394	442
Average Net Worth ($) **43**	622	557	605	552	547	567	760	680	785	867
Current Ratio (x1) **44**	1.7	1.5	1.6	1.7	1.7	1.8	1.8	1.9	1.8	1.9
Quick Ratio (x1) **45**	0.8	0.8	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	1.9	1.7	2.1	2.2	2.4	2.4	1.8	3.0	3.3	3.9
Asset Turnover (x1) **47**	1.3	1.2	1.3	1.5	1.6	1.6	1.2	1.5	1.5	1.6
Total Liabilities/Net Worth (x1) **48**	1.8	2.2	2.0	1.7	1.7	1.6	2.0	1.6	1.5	1.5
Return on Assets (x1) **49**	7.7	6.5	8.7	10.4	9.4	8.6	7.2	8.8	9.1	10.6
Return on Equity (%) **50**	5.0	3.9	9.2	11.1	10.6	9.3	6.2	11.1	12.0	15.3

MISCELLANEOUS FABRICATED METAL PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	17345	269	3838	3376	3237	2604	2948	533	324	107	59	28	21
Revenues ($ in Thousands)														
Net Sales	2	76491498	237255	760727	1662130	3142252	4608840	12820567	7542655	8551309	6241136	6735759	5636449	18552420
Portfolio Income	3	602978	603	10978	17796	8181	10649	34643	16120	41008	41903	31382	64753	324962
Other Revenues	4	839508	24565	357	688	44887	40708	56198	47780	73035	57716	64884	63131	365557
Total Revenues	5	77933984	262423	772062	1680614	3195320	4660197	12911408	7606555	8665352	6340755	6832025	5764333	19242939
Average Total Revenues	6	4493	976	201	498	987	1790	4380	14271	26745	59259	115797	205869	916330
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.4	72.6	40.5	57.2	53.5	66.1	66.6	71.9	69.4	74.7	73.2	71.8	72.0
Salaries and Wages	8	5.4	6.9	13.7	6.2	8.5	5.2	5.2	4.4	5.3	3.8	5.1	6.5	5.4
Taxes Paid	9	2.4	2.3	4.0	3.3	4.0	3.0	2.8	2.2	2.4	2.0	1.9	2.0	2.1
Interest Paid	10	1.6	2.1	0.2	0.8	1.0	1.0	1.3	1.1	1.2	1.2	1.8	1.9	2.4
Depreciation, Depletion, Amortization	11	2.8	3.2	2.3	3.6	3.8	2.9	2.9	2.3	2.7	2.6	3.0	2.8	2.8
Pensions and Other Benefits	12	2.5	1.3	0.2	0.8	2.4	2.1	2.4	1.8	2.5	1.9	1.8	2.6	3.8
Other	13	8.3	6.9	24.1	14.7	11.4	9.4	8.4	7.3	7.9	6.7	7.2	8.2	7.9
Officers Compensation	14	2.9	3.6	8.5	6.4	10.0	5.6	5.6	3.5	2.4	1.3	1.0	0.9	0.3
Operating Margin	15	4.8	1.2	6.6	7.0	5.4	4.8	5.0	5.5	6.2	5.7	5.0	3.4	3.4
Oper. Margin Before Officers Compensation	16	7.7	4.8	15.1	13.5	15.4	10.4	10.6	9.0	8.7	7.0	6.0	4.3	3.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	627	•	11	46	120	217	589	1866	3980	8556	15822	37559	133421
Inventories	18	553	•	1	23	47	131	463	1700	3755	7222	16956	30763	137908
Net Property, Plant and Equipment	19	731	•	11	54	128	208	572	2007	4479	9728	22113	43083	177619
Total Assets	20	2709	•	32	160	361	716	2147	6936	15340	33073	69327	155188	777110



Notes and Loans Payable **21**	805	•	13	48	122	212	672	1804	4192	8253	24026	44954	234851
All Other Liabilities **22**	708	•	6	31	70	171	513	1956	3657	8244	18654	42635	217623
Net Worth **23**	1196	•	13	81	169	333	962	3176	7492	16575	26647	67600	324636

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	3.2	2.5	2.0	2.2	2.0	2.0	2.0	2.0	1.8	1.8	1.7
Quick Ratio **25**	1.1	•	3.0	1.9	1.5	1.5	1.2	1.1	1.1	1.1	0.9	1.0	0.9
Net Sales to Working Capital **26**	6.5	•	14.5	8.5	9.1	7.1	6.4	6.6	5.7	6.4	6.6	5.7	6.3
Coverage Ratio **27**	5.3	6.6	•	11.6	8.5	7.0	5.5	6.9	7.5	7.2	4.5	3.9	4.0
Total Asset Turnover **28**	1.6	•	6.1	3.1	2.7	2.5	2.0	2.1	1.7	1.8	1.7	1.3	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	9.8	•	9.9	9.4	9.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.5	1.0	1.1	1.2	1.2	1.2	1.1	1.0	1.6	1.3	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.9	•	59.7	49.4	53.2	53.5	55.2	54.2	51.2	49.9	61.6	56.5	58.2
Return on Assets **33**	13.5	•	•	27.5	21.6	17.1	14.0	15.0	15.0	15.2	13.5	9.9	11.1
Return on Equity **34**	20.2	•	•	•	38.0	29.0	22.8	22.8	23.2	20.7	22.4	12.8	13.9
Return Before Interest on Equity **35**	30.5	•	•	•	•	•	31.4	32.7	30.6	30.3	•	22.6	26.5
Profit Margin, Before Income Tax **36**	6.7	11.8	8.1	8.1	7.1	6.0	5.7	6.3	7.5	7.4	6.4	5.7	7.3
Profit Margin, After Income Tax **37**	5.5	10.1	8.1	8.0	6.6	5.5	5.0	5.1	6.6	5.9	5.2	4.3	5.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.1	65.4	67.9	69.7	68.4	68.0	66.8	67.4	68.0	69.4
Operating Margin (%) **39**	2.3	2.9	2.4	2.9	3.5	4.2	0.4	4.1	4.6	4.8
Oper. Margin Before Officers Comp. (%) **40**	5.8	6.5	5.8	5.9	7.0	7.7	3.8	7.6	8.0	7.7
Average Net Receivables ($) **41**	450	380	706	448	382	388	693	527	545	627
Average Inventories ($) **42**	497	357	607	421	357	383	441	436	499	553
Average Net Worth ($) **43**	910	774	993	858	770	809	1000	1034	1047	1196
Current Ratio (×1) **44**	1.8	2.1	1.6	2.0	2.0	2.1	2.0	2.1	1.9	1.9
Quick Ratio (×1) **45**	0.9	1.2	0.9	1.1	1.1	1.1	1.1	1.2	1.1	1.1
Coverage Ratio (×1) **46**	3.6	4.3	3.5	3.4	4.3	4.9	3.0	5.2	4.9	5.3
Asset Turnover (×1) **47**	1.3	1.5	1.3	1.6	1.7	1.7	1.2	1.6	1.6	1.6
Operating Leverage **48**	0.8	1.3	0.9	1.2	1.2	1.2	0.1	9.7	1.1	1.0
Financial Leverage **49**	1.0	1.1	1.0	1.0	1.1	1.1	0.8	1.2	1.0	1.0
Total Leverage **50**	0.8	1.4	0.9	1.2	1.3	1.3	0.1	11.9	1.1	1.1

FARM MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1826	•	632	237	169	300	303	128	24	13	8	6	5
Revenues ($ in Thousands)														
Net Sales	2	18378594	•	57366	6267	287587	397123	1293973	1671862	659096	567678	923216	1270623	11243804
Portfolio Income	3	925230	•	•	130	215	2147	7100	9711	687	4492	5615	11970	883161
Other Revenues	4	656510	•	•	169	2827	578	6798	9227	8979	5729	13912	29436	578857
Total Revenues	5	19960334	•	57366	6566	290629	399848	1307871	1690800	668762	577899	942743	1312029	12705822
Average Total Revenues	6	10931	•	91	28	1720	1333	4316	13209	27865	44454	117843	218672	2541164
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.2	•	61.9	42.4	80.1	63.6	74.5	71.8	69.5	67.6	72.4	70.4	62.9
Salaries and Wages	8	5.0	•	•	•	6.0	4.9	5.5	4.8	4.5	4.8	5.9	5.3	4.9
Taxes Paid	9	1.7	•	3.3	12.1	0.7	2.1	1.9	1.8	1.9	2.1	2.0	0.9	1.7
Interest Paid	10	3.7	•	1.6	12.7	1.1	0.8	1.2	1.6	1.8	1.6	1.7	1.9	5.0
Depreciation, Depletion, Amortization	11	2.6	•	7.0	84.8	0.8	1.3	1.9	2.1	1.9	2.9	2.1	2.2	2.8
Pensions and Other Benefits	12	4.7	•	2.7	•	0.1	0.9	1.0	1.3	2.3	1.1	2.2	2.9	6.7
Other	13	16.6	•	23.7	81.2	10.9	14.3	10.5	7.6	8.4	9.2	7.6	13.5	20.7
Officers Compensation	14	1.1	•	•	80.2	•	6.8	3.2	2.9	2.7	2.6	1.4	0.6	0.2
Operating Margin	15	•	•	•	•	0.3	5.4	0.3	6.2	7.2	8.1	4.8	2.3	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	0.3	12.2	3.4	9.1	9.9	10.7	6.1	2.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5405	•	4	1	46	76	412	1958	4653	11123	16682	37658	1768970
Inventories	18	1507	•	0	8	204	429	1080	2762	5062	14673	23687	40186	232439
Net Property, Plant and Equipment	19	1441	•	11	75	36	52	362	1591	2527	5856	14963	23848	374432
Total Assets	20	10403	•	22	116	330	756	2170	7273	14573	35730	75346	139707	2965520

Notes and Loans Payable **21**	4574	•	46	259	174	247	675	2689	6147	9853	22252	33586	1390913
All Other Liabilities **22**	3115	•	14	5	85	229	664	1460	3913	8559	19629	55633	902021
Net Worth **23**	2714	•	-38	-148	71	280	831	3123	4512	17318	33466	50488	672585

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.6	•	0.4	0.3	2.2	2.7	1.8	1.9	1.5	1.9	1.9	1.7	2.9
Quick Ratio **25**	2.0	•	0.4	0.1	0.5	0.9	0.5	0.9	0.7	0.9	0.9	0.8	2.6
Net Sales to Working Capital **26**	2.3	•	•	•	11.4	3.3	6.3	5.2	8.4	3.4	4.5	5.5	1.7
Coverage Ratio **27**	3.0	•	0.9	•	2.2	8.6	2.1	5.6	6.0	7.1	4.9	3.9	2.7
Total Asset Turnover **28**	1.0	•	4.1	0.2	5.2	1.8	2.0	1.8	1.9	1.2	1.5	1.5	0.8
Inventory Turnover **29**	8.9	•	•	2.8	•	3.9	5.9	6.8	7.5	4.0	7.1	7.4	•
Receivables Turnover **30**	3.7	•	•	•	•	•	•	•	•	7.9	•	•	2.6
Total Liabilities to Net Worth **31**	2.8	•	•	•	3.7	1.7	1.6	1.3	2.2	1.1	1.3	1.8	3.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.9	•	•	•	78.6	62.9	61.7	57.1	69.0	51.5	55.6	63.9	77.3
Return on Assets **33**	10.5	•	5.9	•	12.3	12.0	5.0	16.0	19.6	14.1	12.8	11.3	10.0
Return on Equity **34**	19.3	•	0.4	37.3	29.1	25.3	4.9	25.8	•	23.3	16.0	19.8	18.6
Return Before Interest on Equity **35**	•	•	•	•	•	32.5	13.0	•	•	29.1	28.9	31.3	•
Profit Margin, Before Income Tax **36**	7.2	•	•	•	1.3	6.1	1.3	7.3	8.7	9.9	6.7	5.5	8.2
Profit Margin, After Income Tax **37**	5.2	•	•	•	1.2	5.4	1.0	6.2	7.5	9.2	4.7	4.7	5.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.7	72.0	70.9	59.6	69.3	67.7	67.7	68.0	68.3	66.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	3420	2920	2975	2936	3903	4512	3399	3386	4280	5405
Average Inventories ($) **42**	969	843	987	1077	1300	1245	795	812	1136	1507
Average Net Worth ($) **43**	1854	1782	1948	1949	2631	2375	1513	1534	1840	2714
Current Ratio (x1) **44**	1.8	1.9	1.6	1.7	1.8	1.7	1.9	2.7	2.4	2.6
Quick Ratio (x1) **45**	1.3	1.4	1.2	1.2	1.3	1.3	1.5	2.2	1.9	2.0
Coverage Ratio (x1) **46**	0.7	0.6	1.4	2.1	1.8	1.9	1.5	1.3	2.0	3.0
Asset Turnover (x1) **47**	0.8	0.8	1.0	0.8	1.0	1.0	1.0	1.0	1.1	1.0
Total Liabilities/Net Worth (x1) **48**	2.5	2.4	2.4	2.3	2.1	2.5	2.9	2.9	3.3	2.8
Return on Assets (x1) **49**	3.5	2.4	8.5	13.3	10.1	9.6	6.4	5.5	7.9	10.5
Return on Equity (%) **50**	•	•	4.5	19.5	9.9	10.9	4.6	3.2	12.4	19.3

FARM MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1065	•	217	•	169	260	243	124	24	•	•	•	5
Revenues ($ in Thousands)														
Net Sales	2	17783149	•	47209	•	287587	350133	1074395	1608646	659096	•	•	•	11243804
Portfolio Income	3	917890	•	•	•	215	2147	5765	9206	687	•	•	•	883161
Other Revenues	4	649862	•	•	•	2827	566	3451	9076	8979	•	•	•	578857
Total Revenues	5	19350901	•	47209	•	290629	352846	1083611	1626928	668762	•	•	•	12705822
Average Total Revenues	6	18170	•	218	•	1720	1357	4459	13120	27865	•	•	•	2541164
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.1	•	69.9	•	80.1	63.3	75.9	71.9	69.5	•	•	•	62.9
Salaries and Wages	8	5.0	•	•	•	6.0	5.6	5.4	4.8	4.5	•	•	•	4.9
Taxes Paid	9	1.7	•	3.0	•	0.7	2.0	1.5	1.8	1.9	•	•	•	1.7
Interest Paid	10	3.6	•	•	•	1.1	0.8	0.8	1.5	1.8	•	•	•	5.0
Depreciation, Depletion, Amortization	11	2.5	•	1.1	•	0.8	1.2	1.8	2.1	1.9	•	•	•	2.8
Pensions and Other Benefits	12	4.8	•	3.3	•	0.1	1.0	0.8	1.3	2.3	•	•	•	6.7
Other	13	16.6	•	16.5	•	10.9	14.6	8.6	7.1	8.4	•	•	•	20.7
Officers Compensation	14	0.9	•	•	•	•	5.4	2.6	3.0	2.7	•	•	•	0.2
Operating Margin	15	•	•	6.4	•	0.3	6.1	2.5	6.7	7.2	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	6.4	•	0.3	11.5	5.2	9.6	9.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	9177	•	11	•	46	65	446	1961	4653	•	•	•	1768970
Inventories	18	2419	•	1	•	204	435	1120	2759	5062	•	•	•	232439
Net Property, Plant and Equipment	19	2365	•	0	•	36	47	345	1592	2527	•	•	•	374432
Total Assets	20	17337	•	29	•	330	758	2095	7254	14573	•	•	•	2965520

Notes and Loans Payable **21**	7468	•	31	•	174	156	588	2479	6147	•	•	•	1390913
All Other Liabilities **22**	5206	•	7	•	85	263	641	1412	3913	•	•	•	902021
Net Worth **23**	4663	•	-9	•	71	340	866	3362	4512	•	•	•	672585

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.6	•	0.8	•	2.2	2.3	2.0	1.9	1.5	•	•	•	2.9
Quick Ratio **25**	2.1	•	0.7	•	0.5	0.8	0.6	0.9	0.7	•	•	•	2.6
Net Sales to Working Capital **26**	2.2	•	•	•	11.4	3.7	5.3	5.1	8.4	•	•	•	1.7
Coverage Ratio **27**	3.2	•	•	•	2.2	9.5	5.1	6.4	6.0	•	•	•	2.7
Total Asset Turnover **28**	1.0	•	7.6	•	5.2	1.8	2.1	1.8	1.9	•	•	•	0.8
Inventory Turnover **29**	9.1	•	•	•	•	3.9	6.0	6.8	7.5	•	•	•	•
Receivables Turnover **30**	3.6	•	•	•	•	•	•	•	•	•	•	•	2.6
Total Liabilities to Net Worth **31**	2.7	•	•	•	3.7	1.2	1.4	1.2	2.2	•	•	•	3.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.1	•	•	•	78.6	55.2	58.7	53.7	69.0	•	•	•	77.3
Return on Assets **33**	10.9	•	•	•	12.3	13.7	8.9	16.6	19.6	•	•	•	10.0
Return on Equity **34**	20.2	•	•	•	29.1	24.2	15.0	25.6	•	•	•	•	18.6
Return Before Interest on Equity **35**	•	•	•	•	•	30.6	21.4	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	7.7	•	6.4	•	1.3	6.9	3.4	7.8	8.7	•	•	•	8.2
Profit Margin, After Income Tax **37**	5.6	•	6.4	•	1.2	6.1	2.9	6.6	7.5	•	•	•	5.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.0	71.8	69.7	56.4	68.9	66.4	66.1	66.9	67.5	66.1
Operating Margin (%) **39**	•	1.7	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.9	3.3	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	915	693	8235	5764	3979	6783	4365	5271	7713	9177
Average Inventories ($) **42**	1180	737	2173	1706	991	1497	769	997	1783	2419
Average Net Worth ($) **43**	1741	1006	5463	4011	2656	3465	1762	2279	3208	4663
Current Ratio (x1) **44**	1.9	1.8	1.7	1.8	1.8	1.8	1.9	3.0	2.6	2.6
Quick Ratio (x1) **45**	0.9	0.9	1.3	1.4	1.4	1.4	1.6	2.5	2.1	2.1
Coverage Ratio (x1) **46**	2.7	3.1	1.7	2.3	2.7	2.4	2.0	1.7	2.4	3.2
Asset Turnover (x1) **47**	1.5	1.6	1.0	0.7	1.0	1.0	1.0	1.0	1.2	1.0
Operating Leverage **48**	0.1	25.3	•	1.0	0.4	0.9	1.9	1.2	0.6	0.4
Financial Leverage **49**	1.0	1.1	0.6	1.8	1.0	0.9	0.9	0.9	1.4	1.1
Total Leverage **50**	0.1	27.9	•	1.8	0.4	0.8	1.8	1.0	0.8	0.4

CONSTRUCTION AND RELATED MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2466	20	985	204	193	440	383	119	58	18	12	17	17
Revenues ($ in Thousands)														
Net Sales	2	39548022	386373	108192	96610	182681	910678	1341876	1561929	1430937	733227	1186003	3902416	27707101
Portfolio Income	3	1342930	3071	3070	82	•	2069	3565	5045	5305	5203	33535	107501	1174486
Other Revenues	4	845263	18834	14	364	75	6801	3180	9484	9364	35384	6615	71067	684079
Total Revenues	5	41736215	408278	111276	97056	182756	919548	1348621	1576458	1445606	773814	1226153	4080984	29565666
Average Total Revenues	6	16925	20414	113	476	947	2090	3521	13248	24924	42990	102179	240058	1739157
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.7	62.8	70.6	75.3	59.3	67.2	70.8	71.3	80.0	66.9	73.9	77.0	73.9
Salaries and Wages	8	5.1	22.8	15.6	3.3	9.6	5.6	4.8	5.7	4.8	9.7	6.6	7.0	4.3
Taxes Paid	9	2.0	3.0	1.2	2.6	1.2	2.8	2.6	2.6	2.0	1.9	1.5	1.5	1.9
Interest Paid	10	2.9	6.6	0.3	0.9	0.3	1.1	1.2	0.8	1.4	1.8	1.7	3.5	3.2
Depreciation, Depletion, Amortization	11	3.4	1.1	3.0	2.6	0.4	2.4	2.0	1.8	1.9	3.0	2.2	1.9	4.0
Pensions and Other Benefits	12	3.2	4.6	•	0.3	0.9	0.6	1.7	1.2	1.7	3.5	2.4	2.5	3.7
Other	13	9.2	1.9	26.0	6.5	10.4	12.7	7.9	7.3	7.3	12.7	11.0	8.5	9.3
Officers Compensation	14	1.1	1.0	•	13.3	1.9	4.5	7.0	5.4	1.7	1.3	0.9	0.8	0.4
Operating Margin	15	•	•	•	•	16.0	3.2	2.0	4.0	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.6	•	•	8.6	17.9	7.6	9.1	9.4	0.9	0.5	0.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	6087	•	0	23	240	251	463	1770	4227	9202	16782	39777	774774
Inventories	18	2301	•	0	59	125	275	1050	2423	5524	13566	19977	43847	192805
Net Property, Plant and Equipment	19	2762	•	8	37	9	145	424	1384	3155	6719	16918	30351	316423
Total Assets	20	17331	•	21	147	411	804	2472	6432	15812	34792	72396	160678	2082215

Notes and Loans Payable **21**	5392	•	16	42	57	260	861	1580	6660	15936	21672	47444	640556
All Other Liabilities **22**	6235	•	11	28	126	256	759	1758	5021	8672	20523	53596	771585
Net Worth **23**	5704	•	-6	78	229	289	853	3095	4131	10183	30201	59638	670074

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.0	1.5	2.3	1.8	1.9	2.5	1.5	2.0	2.1	1.6	1.6
Quick Ratio **25**	1.1	•	1.0	0.4	1.6	1.0	0.7	1.2	0.7	0.8	1.1	0.8	1.2
Net Sales to Working Capital **26**	4.5	•	•	15.7	4.3	7.2	4.2	4.4	6.3	3.3	4.3	6.4	4.2
Coverage Ratio **27**	3.0	1.3	•	•	•	4.8	3.2	7.6	1.1	3.6	2.9	1.6	3.2
Total Asset Turnover **28**	0.9	•	5.2	3.2	2.3	2.6	1.4	2.1	1.6	1.2	1.4	1.4	0.8
Inventory Turnover **29**	•	•	•	•	9.0	•	4.7	7.7	7.2	4.0	7.3	8.1	•
Receivables Turnover **30**	5.3	•	•	•	7.9	•	•	•	•	8.9	•	•	4.2
Total Liabilities to Net Worth **31**	2.0	•	•	0.9	0.8	1.8	1.9	1.1	2.8	2.4	1.4	1.7	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.1	•	•	47.2	44.3	64.1	65.5	51.9	73.9	70.7	58.3	62.9	67.8
Return on Assets **33**	8.0	•	•	•	37.7	13.5	5.2	11.5	2.5	7.7	6.9	8.0	8.0
Return on Equity **34**	11.3	•	•	•	•	27.9	9.6	16.9	•	15.8	6.9	5.5	11.8
Return Before Interest on Equity **35**	24.2	•	•	•	•	•	15.0	23.9	9.6	26.1	16.4	21.7	24.8
Profit Margin, Before Income Tax **36**	5.8	2.0	•	•	16.1	4.2	2.5	4.9	0.2	4.7	3.3	2.1	7.0
Profit Margin, After Income Tax **37**	4.0	1.2	•	•	16.1	3.9	2.3	4.0	•	4.0	2.1	1.4	4.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	70.8	71.7	73.0	72.6	72.5	71.9	73.8	72.2	73.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	0.1	•	•	•	•	•	0.6
Average Net Receivables ($) **41**	4896	4805	3907	3972	5624	6281	3644	3915	4714	6087
Average Inventories ($) **42**	3194	2594	2299	2388	2915	3323	1843	1665	1803	2301
Average Net Worth ($) **43**	7375	7154	7016	6673	9056	10019	5691	3275	4020	5704
Current Ratio (x1) **44**	1.7	1.5	1.7	1.7	1.7	1.7	1.7	1.6	1.6	1.6
Quick Ratio (x1) **45**	0.9	0.9	1.0	1.0	1.0	1.1	1.0	1.1	1.1	1.1
Coverage Ratio (x1) **46**	1.0	0.8	1.5	3.0	2.2	1.9	1.6	1.2	2.5	3.0
Asset Turnover (x1) **47**	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Total Liabilities/Net Worth (x1) **48**	1.6	1.5	1.2	1.3	1.4	1.3	1.4	2.8	2.5	2.0
Return on Assets (x1) **49**	3.7	2.9	4.4	8.6	7.1	6.5	5.3	3.7	7.1	8.0
Return on Equity (%) **50**	•	•	0.7	9.8	6.3	5.0	2.6	0.7	10.0	11.3

CONSTRUCTION AND RELATED MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1391	•	•	138	193	440	325	72	37	13	9	11	14
Revenues ($ in Thousands)														
Net Sales	2	35147090	•	•	59409	182681	910678	1205681	1087975	962080	515406	850830	2392106	26582136
Portfolio Income	3	1206904	•	•	81	•	2069	3068	2585	1767	2665	10329	22011	1159220
Other Revenues	4	765918	•	•	120	75	6801	2623	5245	7109	6089	3195	38171	677656
Total Revenues	5	37119912	•	•	59610	182756	919548	1211372	1095805	970956	524160	864354	2452288	28419012
Average Total Revenues	6	26686	•	•	432	947	2090	3727	15220	26242	40320	96039	222935	2029929
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.4	•	•	70.7	59.3	67.2	70.6	67.1	77.6	66.9	72.8	74.6	74.3
Salaries and Wages	8	4.7	•	•	•	9.6	5.6	3.9	6.3	5.0	6.9	6.2	7.2	4.1
Taxes Paid	9	1.9	•	•	2.6	1.2	2.8	2.4	2.2	2.1	1.8	1.4	1.6	1.9
Interest Paid	10	2.7	•	•	0.9	0.3	1.1	1.1	0.4	1.6	1.7	1.8	0.8	3.2
Depreciation, Depletion, Amortization	11	3.4	•	•	0.6	0.4	2.4	1.6	1.3	1.3	2.2	2.2	1.5	4.0
Pensions and Other Benefits	12	3.2	•	•	•	0.9	0.6	1.4	1.3	1.6	3.4	1.5	2.7	3.5
Other	13	8.9	•	•	6.7	10.4	12.7	7.5	7.1	5.6	10.4	8.7	7.5	9.1
Officers Compensation	14	1.1	•	•	15.4	1.9	4.5	7.4	6.8	2.1	1.4	0.9	0.8	0.4
Operating Margin	15	0.7	•	•	3.2	16.0	3.2	4.2	7.7	3.2	5.3	4.6	3.3	•
Oper. Margin Before Officers Compensation	16	1.8	•	•	18.5	17.9	7.6	11.5	14.5	5.3	6.8	5.5	4.1	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10161	•	•	32	240	251	466	2085	4396	6381	17604	33988	920953
Inventories	18	3443	•	•	76	125	275	1012	2145	4971	13619	20261	42329	224378
Net Property, Plant and Equipment	19	4369	•	•	9	9	145	384	1244	2841	5630	15921	28519	368465
Total Assets	20	28244	•	•	145	411	804	2466	6251	15291	31697	71446	154516	2447149

Notes and Loans Payable **21**	8521	•	•	28	57	260	828	863	5764	12999	23206	22433	753856
All Other Liabilities **22**	10111	•	•	37	126	256	669	1551	4194	8455	17674	48524	902544
Net Worth **23**	9612	•	•	80	229	289	968	3837	5333	10243	30566	83559	790750

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	1.9	2.3	1.8	1.9	2.9	1.9	1.9	2.1	1.8	1.6
Quick Ratio **25**	1.1	•	•	0.5	1.6	1.0	0.8	1.6	1.0	0.6	1.1	0.8	1.2
Net Sales to Working Capital **26**	4.4	•	•	7.5	4.3	7.2	4.5	4.7	4.9	3.8	3.9	5.5	4.2
Coverage Ratio **27**	3.6	•	•	4.8	•	4.8	5.2	•	3.6	5.2	4.4	8.6	3.3
Total Asset Turnover **28**	0.9	•	•	3.0	2.3	2.6	1.5	2.4	1.7	1.3	1.3	1.4	0.8
Inventory Turnover **29**	•	•	•	8.1	9.0	•	5.2	9.5	8.1	3.9	6.8	7.7	•
Receivables Turnover **30**	5.0	•	•	•	7.9	•	•	•	•	•	•	•	4.1
Total Liabilities to Net Worth **31**	1.9	•	•	0.8	0.8	1.8	1.6	0.6	1.9	2.1	1.3	0.9	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.0	•	•	44.5	44.3	64.1	60.7	38.6	65.1	67.7	57.2	45.9	67.7
Return on Assets **33**	8.8	•	•	13.1	37.7	13.5	8.6	21.2	9.6	10.9	10.4	9.3	8.3
Return on Equity **34**	13.4	•	•	17.7	•	27.9	17.0	28.0	14.6	23.1	13.6	12.3	12.4
Return Before Interest on Equity **35**	25.7	•	•	23.5	•	•	21.9	34.6	27.4	33.8	24.3	17.2	25.5
Profit Margin, Before Income Tax **36**	7.0	•	•	3.5	16.1	4.2	4.6	8.4	4.1	7.0	6.1	5.9	7.4
Profit Margin, After Income Tax **37**	5.1	•	•	3.3	16.1	3.9	4.4	7.1	3.0	6.0	4.4	4.7	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	70.3	71.1	72.3	73.4	71.9	63.3	70.9	72.7	73.4
Operating Margin (%) **39**	•	•	0.2	0.7	0.1	•	•	•	•	0.7
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.3	1.5	1.1	0.2	0.9	0.7	•	1.8
Average Net Receivables ($) **41**	4642	7265	4586	5794	6479	11310	2178	1653	5893	10161
Average Inventories ($) **42**	2376	3848	2138	3228	2835	5280	1432	802	1650	3443
Average Net Worth ($) **43**	7103	11044	6585	10084	9339	18710	5933	2625	4916	9612
Current Ratio (×1) **44**	1.9	1.7	1.7	1.7	1.7	1.8	1.8	1.5	1.6	1.6
Quick Ratio (×1) **45**	1.2	1.1	1.1	1.1	1.1	1.2	1.0	1.0	1.2	1.1
Coverage Ratio (×1) **46**	2.2	2.5	2.9	3.8	2.9	2.4	3.1	2.8	3.6	3.6
Asset Turnover (×1) **47**	1.0	1.0	1.1	0.9	1.0	0.9	0.9	0.9	0.9	0.9
Operating Leverage **48**	0.5	2.1	•	3.2	0.2	•	0.7	2.3	1.1	•
Financial Leverage **49**	1.0	1.2	1.1	1.2	0.9	0.9	1.2	1.0	1.1	1.0
Total Leverage **50**	0.5	2.4	•	3.8	0.2	•	0.8	2.2	1.1	•

METALWORKING MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7331	438	1941	869	889	1663	1161	133	152	46	16	15	8
Revenues ($ in Thousands)														
Net Sales	2	28574892	300119	284352	434019	776507	2620227	5264401	1367526	3356247	2422039	1362040	2472582	7914833
Portfolio Income	3	194399	15482	518	10757	1779	8004	11574	5242	15385	8067	7856	46651	63081
Other Revenues	4	346983	1319	458	•	3732	3383	18009	2481	20627	20597	5551	20594	250234
Total Revenues	5	29116274	316920	285328	444776	782018	2631614	5293984	1375249	3392259	2450703	1375447	2539827	8228148
Average Total Revenues	6	3972	724	147	512	880	1582	4560	10340	22317	53276	85965	169322	1028518
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.6	70.8	59.6	32.8	57.8	62.9	64.9	69.7	70.7	74.8	73.5	69.4	61.2
Salaries and Wages	8	6.3	10.8	5.9	21.3	3.1	3.2	5.1	6.1	5.6	4.4	4.1	7.3	8.6
Taxes Paid	9	3.5	1.6	3.3	4.4	4.3	4.8	3.5	3.6	2.8	2.4	2.1	2.3	4.4
Interest Paid	10	2.5	6.0	0.7	1.6	0.8	1.4	1.2	1.6	1.7	1.5	1.8	1.4	5.2
Depreciation, Depletion, Amortization	11	3.3	1.5	1.7	3.4	4.6	3.8	3.6	3.3	2.7	3.5	2.9	3.1	3.2
Pensions and Other Benefits	12	3.0	4.3	1.6	3.4	2.4	4.1	2.8	3.3	2.5	1.9	2.6	4.1	3.0
Other	13	10.5	5.3	20.7	12.6	12.2	8.1	8.7	5.6	7.8	5.7	7.0	7.1	17.0
Officers Compensation	14	3.4	3.3	8.9	12.8	11.9	9.7	5.4	3.5	2.3	1.8	2.5	1.1	0.4
Operating Margin	15	1.9	•	•	7.6	2.9	2.0	4.9	3.3	3.9	4.0	3.6	4.5	•
Oper. Margin Before Officers Compensation	16	5.4	•	6.6	20.4	14.8	11.6	10.3	6.8	6.2	5.8	6.0	5.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	717	•	11	49	113	199	645	1805	4242	10128	16493	34562	234778
Inventories	18	538	•	4	4	46	115	531	1436	3795	9352	15241	33849	142047
Net Property, Plant and Equipment	19	660	•	8	103	143	242	769	1664	4029	9840	16285	34359	155481
Total Assets	20	2930	•	39	182	379	709	2366	6244	14682	33790	68295	159871	1109914

Notes and Loans Payable **21**	1125	•	59	83	97	243	755	2043	4998	10372	19894	28129	556104
All Other Liabilities **22**	898	•	38	26	77	139	589	1766	5276	11172	20027	58590	344012
Net Worth **23**	907	•	-58	74	205	327	1021	2436	4408	12246	28375	73152	209799

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.0	1.8	2.7	2.1	1.6	1.5	1.3	1.4	1.6	1.6	1.3
Quick Ratio **25**	0.9	•	0.8	1.6	2.1	1.5	0.9	0.8	0.7	0.7	0.8	0.8	0.8
Net Sales to Working Capital **26**	8.2	•	•	16.2	6.3	7.0	8.1	7.5	10.8	8.9	5.2	5.6	9.6
Coverage Ratio **27**	2.7	1.4	•	7.4	5.6	2.7	5.6	3.4	3.9	4.6	3.5	6.6	1.4
Total Asset Turnover **28**	1.3	•	3.8	2.7	2.3	2.2	1.9	1.7	1.5	1.6	1.3	1.0	0.9
Inventory Turnover **29**	9.5	•	•	•	•	•	•	10.0	8.2	8.4	8.2	6.8	8.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	9.5	8.4
Total Liabilities to Net Worth **31**	2.2	•	•	1.5	0.9	1.2	1.3	1.6	2.3	1.8	1.4	1.2	4.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.1	•	•	59.7	46.0	53.9	56.8	61.0	70.0	63.8	58.5	54.3	81.1
Return on Assets **33**	8.8	•	•	32.0	10.2	8.5	12.8	9.0	10.1	10.4	7.9	9.3	6.4
Return on Equity **34**	13.9	•	6.0	•	13.3	9.3	19.6	13.1	19.0	19.2	10.1	11.6	7.5
Return Before Interest on Equity **35**	28.5	•	3.5	•	18.8	18.4	29.6	23.1	33.6	28.7	19.0	20.2	34.1
Profit Margin, Before Income Tax **36**	4.2	2.1	•	10.1	3.6	2.4	5.5	3.9	5.0	5.2	4.5	7.6	2.1
Profit Margin, After Income Tax **37**	3.2	1.1	•	9.7	3.1	1.9	4.4	3.1	3.8	4.5	3.4	5.1	1.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.1	65.3	66.3	65.3	64.4	62.3	63.0	64.6	64.7	65.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	1.9
Oper. Margin Before Officers Comp. (%) **40**	2.1	2.1	2.1	4.7	1.7	•	•	•	3.7	5.4
Average Net Receivables ($) **41**	448	598	456	479	768	790	502	536	585	717
Average Inventories ($) **42**	417	497	388	352	585	494	486	459	459	538
Average Net Worth ($) **43**	832	963	775	664	1108	912	829	787	739	907
Current Ratio (x1) **44**	1.9	1.8	1.8	1.6	1.2	1.3	1.5	1.4	1.4	1.5
Quick Ratio (x1) **45**	1.0	1.0	1.0	0.9	0.7	0.8	0.7	0.8	0.8	0.9
Coverage Ratio (x1) **46**	1.9	1.7	1.8	2.7	1.7	1.2	1.2	1.2	2.0	2.7
Asset Turnover (x1) **47**	1.3	1.2	1.3	1.3	1.0	1.0	1.1	1.2	1.3	1.3
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.4	1.5	2.2	2.4	2.3	2.3	2.4	2.2
Return on Assets (x1) **49**	6.4	5.9	6.4	8.7	6.8	9.0	10.0	6.9	7.2	8.8
Return on Equity (%) **50**	3.2	1.7	3.8	10.3	5.7	3.1	3.0	2.2	9.1	13.9

METALWORKING MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5534	207	1257	677	673	1448	989	104	110	36	11	•	•
Revenues ($ in Thousands)														
Net Sales	2	23669762	90189	148777	401740	563493	2406638	4493869	1145391	2549015	2128108	1043259	•	•
Portfolio Income	3	165889	11911	•	10681	1496	7980	11512	4650	8544	4352	2890	•	•
Other Revenues	4	314008	960	•	•	3702	3147	13090	1930	15388	16902	2219	•	•
Total Revenues	5	24149659	103060	148777	412421	568691	2417765	4518471	1151971	2572947	2149362	1048368	•	•
Average Total Revenues	6	4364	498	118	609	845	1670	4569	11077	23390	59704	95306	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	63.9	61.0	42.4	33.7	55.7	61.9	63.0	68.9	68.9	74.2	72.0	•	•
Salaries and Wages	8	6.2	11.5	11.3	20.2	2.2	3.1	4.8	5.1	5.6	4.0	3.3	•	•
Taxes Paid	9	3.6	2.4	4.0	4.4	4.1	4.8	3.6	3.7	2.8	2.4	2.0	•	•
Interest Paid	10	2.3	9.8	1.2	1.5	0.8	1.1	1.1	1.3	1.0	1.4	1.3	•	•
Depreciation, Depletion, Amortization	11	3.2	2.3	2.0	2.9	5.3	3.6	3.3	3.6	2.9	3.4	3.0	•	•
Pensions and Other Benefits	12	2.9	7.3	3.0	3.7	3.3	4.3	2.6	3.3	2.3	1.9	2.8	•	•
Other	13	10.9	3.5	23.9	12.3	11.9	7.9	8.8	5.5	7.3	5.5	6.0	•	•
Officers Compensation	14	3.5	1.7	6.1	12.9	11.2	9.8	5.9	3.1	2.2	1.8	2.7	•	•
Operating Margin	15	3.6	0.5	6.1	8.7	5.5	3.6	7.0	5.7	7.1	5.5	6.9	•	•
Oper. Margin Before Officers Compensation	16	7.1	2.2	12.2	21.6	16.7	13.5	12.9	8.7	9.3	7.3	9.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	793	•	10	60	115	207	614	1485	3976	9270	17175	•	•
Inventories	18	534	•	3	5	24	97	487	1274	3594	9758	14314	•	•
Net Property, Plant and Equipment	19	727	•	9	94	167	247	736	1830	4320	10630	17750	•	•
Total Assets	20	3167	•	34	188	401	701	2274	6061	14500	33828	69678	•	•

Notes and Loans Payable **21**	1138	•	30	75	124	225	655	1739	3139	10392	19234	•	•
All Other Liabilities **22**	925	•	39	33	55	131	530	1509	4277	10544	20294	•	•
Net Worth **23**	1103	•	-35	80	222	345	1089	2813	7084	12892	30151	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	3.5	1.8	3.4	2.3	1.8	1.8	1.7	1.5	1.6	•	•
Quick Ratio **25**	1.0	•	3.0	1.7	3.0	1.7	1.0	1.0	1.0	0.8	0.8	•	•
Net Sales to Working Capital **26**	7.3	•	7.6	16.2	5.4	7.0	7.5	6.3	6.0	8.5	5.6	•	•
Coverage Ratio **27**	3.6	2.5	6.1	8.8	8.8	4.8	8.1	5.9	9.0	5.7	6.7	•	•
Total Asset Turnover **28**	1.4	•	3.4	3.2	2.1	2.4	2.0	1.8	1.6	1.8	1.4	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	8.9	9.0	9.6	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	1.4	0.8	1.0	1.1	1.2	1.1	1.6	1.3	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.2	•	•	57.6	44.7	50.8	52.1	53.6	51.2	61.9	56.7	•	•
Return on Assets **33**	11.3	•	25.1	•	15.1	12.3	17.3	13.6	14.4	13.8	11.9	•	•
Return on Equity **34**	19.1	•	•	•	21.7	17.3	26.3	20.7	20.9	25.8	18.6	•	•
Return Before Interest on Equity **35**	32.3	•	•	•	27.4	25.0	•	29.4	29.4	•	27.4	•	•
Profit Margin, Before Income Tax **36**	6.0	14.8	6.1	11.4	6.4	4.1	7.6	6.2	8.0	6.5	7.4	•	•
Profit Margin, After Income Tax **37**	4.9	11.7	5.5	11.0	5.7	3.6	6.3	5.3	6.4	5.6	5.9	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.6	63.6	64.0	64.0	64.8	64.3	64.9	66.2	62.0	63.9
Operating Margin (%) **39**	3.3	3.5	4.5	3.2	3.9	3.3	2.4	3.0	2.2	3.6
Oper. Margin Before Officers Comp. (%) **40**	7.3	8.3	8.9	7.4	8.3	7.5	6.4	7.3	6.3	7.1
Average Net Receivables ($) **41**	432	475	368	631	545	573	476	541	579	793
Average Inventories ($) **42**	406	441	364	477	545	463	410	400	407	534
Average Net Worth ($) **43**	936	983	839	986	1131	1130	929	910	966	1103
Current Ratio (x1) **44**	2.1	1.9	2.0	1.8	2.0	2.0	2.0	1.8	1.5	1.6
Quick Ratio (x1) **45**	1.1	1.1	1.1	1.1	1.0	1.2	1.1	1.1	0.9	1.0
Coverage Ratio (x1) **46**	4.7	4.5	5.5	4.4	5.1	4.5	3.4	5.5	3.2	3.6
Asset Turnover (x1) **47**	1.4	1.4	1.5	1.3	1.5	1.4	1.3	1.5	1.2	1.4
Operating Leverage **48**	1.0	1.1	1.3	0.7	1.2	0.8	0.7	1.2	0.7	1.7
Financial Leverage **49**	1.1	1.0	1.2	1.0	1.0	1.0	1.0	1.1	0.9	1.0
Total Leverage **50**	1.1	1.1	1.5	0.7	1.3	0.8	0.7	1.4	0.6	1.8

SPECIAL INDUSTRY MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4119	251	928	556	424	361	1115	218	137	70	27	23	9
Revenues ($ in Thousands)														
Net Sales	2	26913016	290444	103733	178179	386511	470848	4919100	2349978	2917456	2959258	2209993	3987937	6139580
Portfolio Income	3	483104	10320	3	178	620	7056	7146	38560	18141	35122	28194	143315	194448
Other Revenues	4	422321	10343	116	2100	1697	8216	27670	24542	18486	40848	20195	61663	206445
Total Revenues	5	27818441	311107	103852	180457	388828	486120	4953916	2413080	2954083	3035228	2258382	4192915	6540473
Average Total Revenues	6	6754	1239	112	325	917	1347	4443	11069	21563	43360	83644	182301	726719
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.9	66.0	14.0	42.0	71.8	63.4	65.7	66.3	68.6	73.8	66.0	70.6	76.4
Salaries and Wages	8	7.9	10.3	59.4	17.8	1.6	7.4	6.2	8.2	7.3	6.6	8.0	8.2	9.0
Taxes Paid	9	2.2	1.5	4.9	3.5	4.0	3.5	2.9	2.4	2.2	2.4	2.8	1.8	1.3
Interest Paid	10	2.0	1.6	0.2	3.8	0.7	2.1	1.3	1.3	1.6	1.1	2.1	2.0	3.3
Depreciation, Depletion, Amortization	11	2.6	4.3	1.7	5.5	3.0	2.9	2.7	1.8	2.5	2.9	2.7	2.4	2.7
Pensions and Other Benefits	12	2.7	1.3	9.0	2.1	2.0	2.2	1.9	2.3	2.5	2.0	3.0	2.5	3.9
Other	13	10.3	20.2	16.5	48.9	9.3	11.9	10.2	13.4	9.4	8.0	9.1	9.7	9.5
Officers Compensation	14	2.5	1.1	•	7.2	8.5	7.2	5.9	3.1	2.3	1.6	1.4	1.1	0.8
Operating Margin	15	•	•	•	•	•	•	3.3	1.3	3.7	1.6	4.8	1.8	•
Oper. Margin Before Officers Compensation	16	2.6	•	•	•	7.7	6.6	9.2	4.3	6.0	3.3	6.1	2.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1501	•	2	28	83	189	635	1603	4131	9211	17146	36215	277540
Inventories	18	1079	•	1	55	47	185	608	1873	4192	7272	15282	29364	118684
Net Property, Plant and Equipment	19	969	•	4	72	94	129	531	1445	2852	5919	15286	22903	134514
Total Assets	20	5277	•	29	184	327	708	2238	6616	14979	32228	71412	145938	853664

Notes and Loans Payable **21**	1452	•	20	267	122	370	728	1992	4097	6225	17955	43952	209936
All Other Liabilities **22**	1891	•	15	65	112	172	692	2061	5090	11333	21493	54877	341655
Net Worth **23**	1934	•	-7	-148	93	166	818	2563	5792	14670	31963	47110	302073

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.5	1.0	1.6	1.7	1.5	1.7	1.7	1.8	1.7	1.7	1.4
Quick Ratio **25**	0.9	•	0.4	0.5	1.2	1.0	0.8	0.9	0.9	1.1	0.9	1.0	1.0
Net Sales to Working Capital **26**	5.3	•	13.6	•	11.3	7.2	8.1	5.8	4.8	4.5	4.7	4.4	4.7
Coverage Ratio **27**	2.9	2.2	•	•	0.7	2.3	4.2	4.0	4.2	4.7	4.4	4.6	1.2
Total Asset Turnover **28**	1.2	•	3.9	1.8	2.8	1.9	2.0	1.6	1.4	1.3	1.2	1.2	0.8
Inventory Turnover **29**	8.5	•	•	4.9	•	8.9	9.5	7.6	7.0	8.6	7.1	8.3	8.8
Receivables Turnover **30**	8.7	•	•	•	•	•	•	•	•	9.2	9.6	9.6	4.9
Total Liabilities to Net Worth **31**	1.7	•	•	•	2.5	3.3	1.7	1.6	1.6	1.2	1.2	2.1	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.4	•	•	•	71.5	76.6	63.5	61.3	61.3	54.5	55.3	67.7	64.6
Return on Assets **33**	7.0	•	•	•	1.4	8.8	10.4	8.5	9.2	7.0	10.8	10.8	3.1
Return on Equity **34**	8.8	•	•	•	•	20.0	15.9	14.2	13.9	9.5	13.0	19.1	•
Return Before Interest on Equity **35**	19.0	•	•	•	5.0	•	28.4	21.8	23.8	15.3	24.1	33.6	8.7
Profit Margin, Before Income Tax **36**	3.7	1.9	•	•	•	2.7	4.0	3.9	4.9	4.2	7.3	7.1	0.5
Profit Margin, After Income Tax **37**	2.6	•	•	•	•	2.6	3.0	3.4	3.8	3.3	5.1	5.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.1	65.7	68.1	70.3	69.9	68.8	69.8	68.6	70.5	69.9
Operating Margin (%) **39**	•	•	•	•	0.2	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	2.2	1.4	2.6	1.7	•	0.2	0.6	2.6
Average Net Receivables ($) **41**	909	763	934	908	961	1060	1314	1211	1278	1501
Average Inventories ($) **42**	774	699	756	791	819	1066	1230	1015	907	1079
Average Net Worth ($) **43**	1183	1194	1308	1386	1387	1735	2021	1771	1510	1934
Current Ratio (x1) **44**	1.6	1.7	1.6	1.7	1.7	1.6	1.5	1.6	1.6	1.6
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.9	1.0	0.8	0.8	0.9	1.0	0.9
Coverage Ratio (x1) **46**	1.5	1.8	2.8	2.7	2.5	2.1	1.2	1.7	1.6	2.9
Asset Turnover (x1) **47**	1.3	1.3	1.3	1.4	1.3	1.2	1.2	1.2	1.3	1.2
Total Liabilities/Net Worth (x1) **48**	1.9	1.6	1.6	1.6	1.6	1.7	1.9	1.8	2.0	1.7
Return on Assets (x1) **49**	4.6	5.8	7.2	7.3	8.1	6.9	4.5	4.6	4.5	7.0
Return on Equity (%) **50**	•	1.7	7.7	8.0	8.7	6.2	•	2.6	2.1	8.8

SPECIAL INDUSTRY MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2198	•	285	138	170	343	854	176	114	56	•	17	5
Revenues ($ in Thousands)														
Net Sales	2	20448353	•	86085	70371	209862	451686	3761573	2021785	2448010	2460890	•	3068443	3753121
Portfolio Income	3	307657	•	•	178	279	7041	5777	3081	14737	23094	•	131836	93323
Other Revenues	4	268761	•	116	2041	902	8216	21682	21007	18110	35448	•	53056	87461
Total Revenues	5	21024771	•	86201	72590	211043	466943	3789032	2045873	2480857	2519432	•	3253335	3933905
Average Total Revenues	6	9565	•	302	526	1241	1361	4437	11624	21762	44990	•	191373	786781
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.8	•	•	•	75.0	62.9	63.9	65.0	66.4	72.3	•	68.7	75.3
Salaries and Wages	8	7.9	•	71.6	24.3	2.9	6.2	5.3	7.9	7.6	6.2	•	8.4	9.7
Taxes Paid	9	2.2	•	5.9	2.6	3.8	3.4	3.0	2.3	2.4	2.4	•	1.9	1.0
Interest Paid	10	1.5	•	•	0.1	0.6	1.4	1.1	0.8	1.3	1.1	•	2.0	1.9
Depreciation, Depletion, Amortization	11	2.3	•	0.1	0.6	0.9	2.8	2.4	1.7	2.5	2.5	•	2.0	2.6
Pensions and Other Benefits	12	2.5	•	10.8	3.8	2.3	2.2	1.6	2.2	2.4	2.0	•	2.4	3.8
Other	13	9.3	•	10.3	57.9	4.4	10.1	9.5	11.4	8.9	8.2	•	9.8	7.8
Officers Compensation	14	2.7	•	•	11.1	8.5	7.3	6.4	2.9	2.3	1.6	•	1.1	0.7
Operating Margin	15	3.9	•	1.4	•	1.7	3.7	6.9	6.0	6.3	3.8	•	3.7	•
Oper. Margin Before Officers Compensation	16	6.5	•	1.4	10.8	10.3	10.9	13.3	8.9	8.6	5.4	•	4.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2042	•	0	34	114	191	556	1625	4094	9085	•	35208	327828
Inventories	18	1471	•	•	•	111	182	666	1676	4183	7156	•	28680	109379
Net Property, Plant and Equipment	19	1244	•	4	20	31	129	525	1428	2859	5385	•	20386	129309
Total Assets	20	7372	•	63	144	341	701	2151	6433	14904	31922	•	144961	1031859

Notes and Loans Payable **21**	1623	•	46	•	94	173	567	1535	3545	5780	•	38377	181547
All Other Liabilities **22**	2716	•	49	35	218	169	618	1939	4821	11204	•	57413	458623
Net Worth **23**	3033	•	-32	109	29	359	966	2959	6538	14938	•	49170	391689

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.2	3.3	1.1	1.7	1.8	1.9	1.9	1.8	•	1.7	1.4
Quick Ratio **25**	1.0	•	0.1	3.3	0.5	1.0	0.9	1.1	1.0	1.1	•	1.0	1.0
Net Sales to Working Capital **26**	5.2	•	30.4	6.3	•	7.1	6.6	5.4	4.5	4.7	•	4.3	5.5
Coverage Ratio **27**	5.9	•	•	•	4.8	6.1	8.1	9.6	7.2	6.7	•	6.1	3.1
Total Asset Turnover **28**	1.3	•	4.8	3.6	3.6	1.9	2.1	1.8	1.5	1.4	•	1.3	0.7
Inventory Turnover **29**	8.6	•	•	•	•	9.1	8.5	8.9	6.8	8.9	•	8.7	•
Receivables Turnover **30**	9.1	•	•	•	•	•	•	•	•	9.7	•	•	4.6
Total Liabilities to Net Worth **31**	1.4	•	•	0.3	10.8	1.0	1.2	1.2	1.3	1.1	•	2.0	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.9	•	•	24.3	91.6	48.8	55.1	54.0	56.1	53.2	•	66.1	62.1
Return on Assets **33**	10.8	•	7.3	10.3	10.6	15.8	17.7	14.2	12.8	9.9	•	14.9	4.2
Return on Equity **34**	17.4	•	•	13.0	•	25.2	28.4	25.4	20.7	14.9	•	27.4	5.9
Return Before Interest on Equity **35**	26.1	•	•	13.6	•	30.8	•	30.9	29.3	21.2	•	•	11.0
Profit Margin, Before Income Tax **36**	7.1	•	1.5	2.8	2.3	7.0	7.6	7.1	7.7	6.1	•	10.0	3.9
Profit Margin, After Income Tax **37**	5.7	•	1.5	2.8	2.3	6.9	6.2	6.5	6.3	5.1	•	7.5	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.4	63.3	65.4	69.0	69.2	67.2	67.1	65.6	68.2	67.8
Operating Margin (%) **39**	2.3	1.1	3.1	2.6	2.7	2.9	2.3	3.7	3.2	3.9
Oper. Margin Before Officers Comp. (%) **40**	5.4	4.1	6.0	5.4	5.2	5.5	4.7	6.6	5.9	6.5
Average Net Receivables ($) **41**	806	1055	772	821	1217	1217	1512	1009	1538	2042
Average Inventories ($) **42**	773	834	702	727	993	1026	1292	877	1079	1471
Average Net Worth ($) **43**	1416	2110	1295	1461	1934	2235	2755	1906	2418	3033
Current Ratio (x1) **44**	2.0	2.0	1.9	1.9	1.9	1.9	1.8	1.8	1.7	1.7
Quick Ratio (x1) **45**	1.1	1.1	1.0	1.0	1.1	1.1	1.0	1.1	1.1	1.0
Coverage Ratio (x1) **46**	4.3	4.4	4.7	5.1	4.3	4.4	3.8	5.9	5.0	5.9
Asset Turnover (x1) **47**	1.4	1.3	1.5	1.5	1.4	1.3	1.4	1.4	1.3	1.3
Operating Leverage **48**	1.9	0.5	2.9	0.9	1.1	1.1	0.8	1.7	0.9	1.2
Financial Leverage **49**	1.0	1.1	1.1	1.1	0.9	1.0	0.9	1.2	1.0	1.0
Total Leverage **50**	1.9	0.5	3.2	0.9	1.0	1.1	0.7	1.9	0.8	1.3

GENERAL INDUSTRY MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3837	4	1233	888	153	479	676	208	93	37	28	19	19
Revenues ($ in Thousands)														
Net Sales	2	34483353	73602	207188	377537	755806	607274	2897952	2394952	2039535	1857565	2257420	3206260	17808261
Portfolio Income	3	546198	4352	7627	3263	307	1827	7046	19679	11849	20184	25723	40717	403628
Other Revenues	4	381400	2974	8199	9527	1610	1906	26687	22429	14999	10135	36237	49051	197642
Total Revenues	5	35410951	80928	223014	390327	757723	611007	2931685	2437060	2066383	1887884	2319380	3296028	18409531
Average Total Revenues	6	9229	20232	181	440	4952	1276	4337	11717	22219	51024	82835	173475	968923
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.4	54.5	65.3	52.8	69.1	65.0	63.9	69.9	66.7	70.9	68.9	64.8	66.0
Salaries and Wages	8	7.6	13.2	2.5	14.9	9.0	5.8	7.4	8.9	7.0	5.9	7.2	7.7	7.6
Taxes Paid	9	2.6	3.9	5.4	3.2	2.0	3.7	3.3	1.8	3.0	1.7	1.9	2.7	2.7
Interest Paid	10	2.0	2.2	0.8	1.7	1.3	2.0	1.4	1.4	1.3	1.5	1.3	1.9	2.4
Depreciation, Depletion, Amortization	11	3.3	1.4	1.5	4.1	3.2	2.9	2.3	1.7	2.6	2.0	3.1	4.8	3.6
Pensions and Other Benefits	12	3.5	4.2	0.5	1.7	1.2	2.4	2.4	1.9	2.2	1.7	2.6	3.3	4.5
Other	13	11.0	18.7	34.9	17.6	11.5	9.9	10.4	11.4	8.2	8.3	10.7	8.3	11.8
Officers Compensation	14	1.8	1.3	9.3	7.7	4.0	5.2	6.1	3.3	2.5	3.2	1.5	1.0	0.4
Operating Margin	15	2.0	0.6	•	•	•	3.1	2.9	•	6.7	4.9	3.1	5.5	1.0
Oper. Margin Before Officers Compensation	16	3.8	1.9	•	4.2	2.9	8.3	9.0	3.0	9.1	8.1	4.6	6.5	1.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1519	•	6	25	56	184	635	2249	3733	8676	15044	25870	169685
Inventories	18	1453	•	5	38	12	249	529	2196	3682	7319	17039	36284	148383
Net Property, Plant and Equipment	19	1952	•	6	46	260	156	489	1040	3791	6632	14773	46241	257370
Total Assets	20	7740	•	32	147	433	670	2147	7175	14744	33586	70863	158536	978184

Notes and Loans Payable **21**	2357	•	14	72	24	295	780	1931	3550	7704	23226	44327	304236
All Other Liabilities **22**	2212	•	14	28	291	179	582	2841	3940	10894	19973	44753	271115
Net Worth **23**	3171	•	4	47	118	196	785	2403	7253	14988	27664	69457	402833

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.9	2.0	0.8	2.3	1.7	1.4	2.1	1.8	1.6	1.8	1.3
Quick Ratio **25**	0.7	•	1.4	0.9	0.8	1.1	1.0	0.8	1.1	1.0	0.8	0.7	0.6
Net Sales to Working Capital **26**	7.8	•	18.6	11.7	•	4.4	7.1	7.4	4.6	5.4	5.0	5.1	10.6
Coverage Ratio **27**	3.6	5.8	•	0.9	0.3	2.9	3.9	2.0	7.1	5.5	5.7	5.7	3.2
Total Asset Turnover **28**	1.2	•	5.2	2.9	11.4	1.9	2.0	1.6	1.5	1.5	1.1	1.1	1.0
Inventory Turnover **29**	8.2	•	•	•	•	6.6	•	7.3	8.0	9.7	6.5	6.0	8.3
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	6.4	2.1	2.7	2.4	1.7	2.0	1.0	1.3	1.6	1.3	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.0	•	86.5	67.9	72.8	70.8	63.4	66.5	50.8	55.4	61.0	56.2	58.8
Return on Assets **33**	8.2	•	•	4.5	4.6	10.8	10.8	4.5	13.8	12.5	8.2	11.3	7.2
Return on Equity **34**	9.3	•	•	•	•	21.4	16.7	3.9	18.4	17.2	10.4	14.2	7.1
Return Before Interest on Equity **35**	20.0	•	•	13.9	16.9	•	29.6	13.4	28.1	27.9	21.0	25.9	17.5
Profit Margin, Before Income Tax **36**	5.1	10.5	•	•	•	3.7	4.0	1.4	8.0	6.8	6.0	8.8	5.1
Profit Margin, After Income Tax **37**	3.3	9.3	•	•	•	3.3	3.1	0.8	6.1	5.1	3.6	5.9	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.5	65.7	68.7	68.1	68.6	67.3	67.4	66.9	66.6	66.4
Operating Margin (%) **39**	•	•	•	0.9	•	1.5	•	0.2	1.5	2.0
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.4	2.5	1.4	3.3	1.3	2.0	3.3	3.8
Average Net Receivables ($) **41**	843	872	1072	1582	1997	1770	1456	1540	1584	1519
Average Inventories ($) **42**	816	913	1065	1328	1614	1614	1295	1468	1287	1453
Average Net Worth ($) **43**	1642	1983	2381	2593	3539	3191	2945	3167	2855	3171
Current Ratio (x1) **44**	1.9	1.4	1.5	1.3	1.3	1.1	1.3	1.5	1.5	1.5
Quick Ratio (x1) **45**	0.9	0.7	0.7	0.7	0.7	0.6	0.6	0.7	0.8	0.7
Coverage Ratio (x1) **46**	1.7	1.8	2.5	2.9	2.5	3.0	2.3	2.9	3.7	3.6
Asset Turnover (x1) **47**	1.2	1.1	1.2	1.1	1.0	0.9	1.0	1.0	1.1	1.2
Total Liabilities/Net Worth (x1) **48**	1.5	1.2	1.2	1.6	1.7	1.8	1.4	1.5	1.5	1.5
Return on Assets (x1) **49**	4.3	4.8	6.0	7.6	7.8	7.7	5.7	6.7	7.9	8.2
Return on Equity (%) **50**	0.5	0.8	5.0	9.0	8.6	9.4	4.6	6.9	9.3	9.3

GENERAL INDUSTRY MACHINERY

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2313	4	434	571	128	354	529	128	82	30	24	15	13
Revenues ($ in Thousands)														
Net Sales	2	27718887	73602	25098	286853	119416	489823	2352092	1602666	1806305	1557425	1816386	2689649	14899570
Portfolio Income	3	415185	4352	3	686	307	1204	5284	5546	11724	18579	24374	35429	307700
Other Revenues	4	270472	2974	7	9527	78	1776	25699	12477	14796	7897	34087	44032	117122
Total Revenues	5	28404544	80928	25108	297066	119801	492803	2383075	1620689	1832825	1583901	1874847	2769110	15324392
Average Total Revenues	6	12280	20232	58	520	936	1392	4505	12662	22352	52797	78119	184607	1178799
Operating Costs/Operating Income (%)														
Cost of Operations	7	64.9	54.5	12.5	59.0	40.6	64.2	63.3	65.4	66.8	70.3	66.5	62.8	64.9
Salaries and Wages	8	7.3	13.2	•	10.6	1.5	4.7	7.2	8.2	6.5	5.7	6.6	7.9	7.5
Taxes Paid	9	2.6	3.9	4.9	2.4	5.2	3.4	3.2	1.7	3.1	1.6	1.8	2.4	2.7
Interest Paid	10	1.7	2.2	1.5	0.7	1.0	2.2	1.4	1.1	1.0	1.4	1.1	1.7	2.0
Depreciation, Depletion, Amortization	11	3.2	1.4	3.0	2.6	8.6	3.3	2.2	2.0	2.7	1.9	3.0	4.7	3.4
Pensions and Other Benefits	12	3.7	4.2	3.7	1.0	4.9	2.1	2.3	1.8	2.3	1.9	2.5	3.7	4.7
Other	13	10.0	18.7	37.6	16.7	8.0	9.2	8.9	11.9	7.4	6.9	10.5	8.2	10.6
Officers Compensation	14	1.9	1.3	33.9	7.1	25.2	4.7	6.7	4.1	2.4	3.4	1.6	1.0	0.4
Operating Margin	15	5.0	0.6	3.0	•	5.2	6.4	4.9	3.9	7.8	7.0	6.3	7.6	4.0
Oper. Margin Before Officers Compensation	16	6.8	1.9	36.9	7.1	30.4	11.1	11.6	7.9	10.2	10.4	8.0	8.6	4.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2089	•	3	23	67	224	660	2499	3712	8996	14217	27221	210472
Inventories	18	1875	•	2	54	14	203	525	1978	3694	6188	15933	36197	175840
Net Property, Plant and Equipment	19	2623	•	4	38	311	179	455	1295	3922	7157	13875	47661	303787
Total Assets	20	10496	•	21	159	424	674	2109	6851	14796	33218	69236	162546	1198695

Notes and Loans Payable **21**	2979	•	28	33	29	332	769	1629	2789	6184	22172	38877	353376
All Other Liabilities **22**	2812	•	5	28	71	198	614	2157	3555	11251	18331	47609	309556
Net Worth **23**	4705	•	-12	99	324	144	727	3064	8452	15783	28733	76060	535763

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.6	2.2	1.2	2.0	1.8	1.9	2.2	2.0	1.8	2.1	1.5
Quick Ratio **25**	0.8	•	1.4	0.8	1.0	1.1	1.1	1.1	1.1	1.2	0.9	0.9	0.7
Net Sales to Working Capital **26**	6.4	•	13.7	10.7	•	5.8	6.9	5.1	4.4	4.9	4.5	4.4	8.2
Coverage Ratio **27**	5.7	5.8	3.1	6.6	6.8	4.2	5.6	5.6	10.0	7.4	9.9	7.5	4.8
Total Asset Turnover **28**	1.2	•	2.8	3.2	2.2	2.1	2.1	1.8	1.5	1.6	1.1	1.1	1.0
Inventory Turnover **29**	8.3	•	8.7	•	•	8.8	•	8.3	8.0	•	6.3	6.2	8.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	0.6	0.3	3.7	1.9	1.2	0.8	1.1	1.4	1.1	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.2	•	•	37.7	23.5	78.7	65.6	55.3	42.9	52.5	58.5	53.2	55.3
Return on Assets **33**	11.0	•	12.6	13.3	14.2	18.9	15.9	11.1	15.4	16.3	11.8	14.0	9.2
Return on Equity **34**	14.4	•	•	16.4	13.4	•	30.7	16.8	18.7	23.1	17.8	17.7	11.0
Return Before Interest on Equity **35**	24.5	•	•	21.3	18.6	•	•	24.7	26.9	34.3	28.4	29.9	20.6
Profit Margin, Before Income Tax **36**	7.9	10.5	3.1	3.6	5.5	7.0	6.2	5.0	9.3	9.0	9.7	11.0	7.6
Profit Margin, After Income Tax **37**	5.7	9.3	3.0	3.3	4.7	6.5	5.0	4.1	7.2	7.0	6.8	7.5	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.4	62.7	66.9	65.4	67.9	65.2	65.2	65.9	65.0	64.9
Operating Margin (%) **39**	0.3	2.6	2.9	3.7	1.0	3.5	2.0	2.6	4.1	5.0
Oper. Margin Before Officers Comp. (%) **40**	2.1	4.7	5.1	5.3	2.5	5.1	3.8	4.3	5.8	6.8
Average Net Receivables ($) **41**	1314	877	1226	2366	3205	2662	2065	2440	2546	2089
Average Inventories ($) **42**	1212	833	1267	1918	2477	2278	1637	2143	1885	1875
Average Net Worth ($) **43**	2734	1941	2834	3979	5905	5175	4368	5423	4991	4705
Current Ratio (×1) **44**	2.1	1.9	1.9	1.4	1.3	1.1	1.3	1.5	1.6	1.7
Quick Ratio (×1) **45**	1.0	1.0	1.0	0.8	0.7	0.6	0.7	0.8	0.9	0.8
Coverage Ratio (×1) **46**	3.5	5.0	4.8	4.2	3.1	3.9	3.5	4.7	6.0	5.7
Asset Turnover (×1) **47**	1.1	1.3	1.3	1.0	1.0	0.9	0.9	1.0	1.1	1.2
Operating Leverage **48**	1.5	10.0	1.1	1.3	0.3	3.4	0.6	1.3	1.6	1.2
Financial Leverage **49**	1.0	1.2	1.1	1.0	0.9	1.1	1.0	1.1	1.0	1.0
Total Leverage **50**	1.5	11.4	1.2	1.3	0.2	3.7	0.6	1.4	1.7	1.2

OFFICE, COMPUTING, AND ACCOUNTING MACHINES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2063	223	921	276	•	117	285	105	34	21	27	18	38
Revenues ($ in Thousands)														
Net Sales	2	111070934	146	41578	428045	•	395941	1814932	1775854	1043307	1366832	2402264	3056571	98745463
Portfolio Income	3	4093253	•	•	69	•	254	7287	4642	8425	5569	28523	78508	3959973
Other Revenues	4	15170516	•	7856	99	•	271	6278	2647	4108	22220	63145	88949	14974948
Total Revenues	5	130334703	146	49434	428213	•	396466	1828497	1783143	1055840	1394621	2493932	3224028	117680384
Average Total Revenues	6	63177	1	54	1551	•	3389	6416	16982	31054	66411	92368	179113	3096852
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.5	94.5	47.6	79.7	•	83.8	75.4	68.9	53.8	75.5	58.5	55.5	66.8
Salaries and Wages	8	13.7	•	3.3	8.8	•	3.7	8.8	9.6	15.5	10.4	14.0	21.5	13.7
Taxes Paid	9	1.9	8.2	3.6	1.1	•	1.2	1.8	1.4	2.1	1.7	2.4	2.2	1.8
Interest Paid	10	2.6	•	0.2	0.5	•	1.4	0.6	0.8	2.1	1.0	1.5	3.1	2.7
Depreciation, Depletion, Amortization	11	4.9	•	0.3	0.8	•	0.4	1.7	1.4	2.7	1.9	2.8	5.8	5.1
Pensions and Other Benefits	12	4.1	•	0.5	0.2	•	0.2	1.0	1.6	2.5	1.0	1.2	3.2	4.4
Other	13	22.2	53.4	34.8	16.1	•	9.2	10.6	13.6	19.0	9.2	20.1	22.0	22.9
Officers Compensation	14	0.6	•	33.7	8.4	•	1.3	5.8	2.2	2.7	2.0	1.7	1.3	0.4
Operating Margin	15	•	•	•	•	•	•	•	0.5	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	9.8	•	•	0.2	0.3	2.7	2.4	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14564	•	2	79	•	226	764	2573	5627	13346	22918	34994	731223
Inventories	18	6228	•	0	37	•	114	504	2342	3694	6564	11564	22408	301471
Net Property, Plant and Equipment	19	9822	•	0	21	•	192	353	768	2533	4218	8378	26977	504396
Total Assets	20	54293	•	3	203	•	751	2410	7667	16886	33679	74340	152342	2745729

Notes and Loans Payable **21**	14765	•	2	113	•	1184	501	1562	4136	3638	12645	44664	753145
All Other Liabilities **22**	19900	•	11	287	•	284	1028	3023	12161	16504	21275	58950	998009
Net Worth **23**	19629	•	-10	-197	•	-717	881	3082	590	13537	40420	48728	994576

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.3	0.4	•	0.4	1.6	1.7	1.2	1.7	2.2	1.4	1.6
Quick Ratio **25**	1.0	•	0.3	0.3	•	0.3	1.1	1.0	0.7	1.2	1.5	0.8	1.0
Net Sales to Working Capital **26**	4.9	•	•	•	•	•	9.6	6.7	16.7	6.2	3.2	7.4	4.7
Coverage Ratio **27**	1.7	•	•	•	•	0.3	•	2.1	1.5	0.4	2.0	•	1.9
Total Asset Turnover **28**	1.0	•	14.5	7.6	•	4.5	2.7	2.2	1.8	1.9	1.2	1.1	1.0
Inventory Turnover **29**	•	•	•	•	•	•	•	10.0	8.9	•	9.0	8.4	•
Receivables Turnover **30**	7.4	•	•	•	•	•	•	•	•	9.8	7.8	9.7	7.1
Total Liabilities to Net Worth **31**	1.8	•	•	•	•	•	1.7	1.5	27.6	1.5	0.8	2.1	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.9	•	•	•	•	•	63.5	59.8	96.5	59.8	45.6	68.0	63.8
Return on Assets **33**	4.2	•	•	•	•	1.7	•	3.7	5.6	0.7	3.6	•	4.7
Return on Equity **34**	1.7	•	22.4	•	•	4.9	•	0.8	•	•	•	•	3.2
Return Before Interest on Equity **35**	11.7	•	21.6	•	•	•	•	9.3	•	1.6	6.6	•	13.0
Profit Margin, Before Income Tax **36**	1.7	•	•	•	•	•	•	0.9	1.0	•	1.5	•	2.3
Profit Margin, After Income Tax **37**	0.6	•	•	•	•	•	•	0.2	•	•	•	•	1.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	53.3	54.7	57.2	60.2	59.7	59.2	60.2	66.1	69.8	66.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	22632	26625	46914	52666	27132	19779	19131	14723	15374	14564
Average Inventories ($) **42**	14530	16748	26418	31564	13395	9054	8876	7144	7390	6228
Average Net Worth ($) **43**	36551	45770	81232	102704	42835	33490	32882	20915	21312	19629
Current Ratio (x1) **44**	1.8	1.6	1.7	1.6	1.5	1.4	1.4	1.6	1.6	1.6
Quick Ratio (x1) **45**	1.1	1.0	1.0	0.9	1.0	0.9	0.9	1.0	1.0	1.0
Coverage Ratio (x1) **46**	3.0	2.6	4.0	4.8	3.5	3.5	2.4	2.8	0.9	1.7
Asset Turnover (x1) **47**	0.6	0.6	0.7	0.8	0.7	0.7	0.7	0.8	0.9	1.0
Total Liabilities/Net Worth (x1) **48**	1.5	1.5	1.5	1.3	1.5	1.4	1.7	1.9	1.8	1.8
Return on Assets (x1) **49**	10.7	8.5	10.3	13.8	10.4	11.1	7.5	8.5	2.5	4.2
Return on Equity (%) **50**	8.6	5.8	10.7	16.4	10.8	11.2	6.2	9.0	•	1.7

OFFICE, COMPUTING, AND ACCOUNTING MACHINES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	810	•	485	•	•	39	130	67	26	15	15	6	27
Revenues ($ in Thousands)														
Net Sales	2	63440077	•	41578	•	•	316671	934877	1425853	782516	1141380	1361603	957104	56478495
Portfolio Income	3	1302392	•	•	•	•	140	6873	2372	7408	3172	15959	18179	1248288
Other Revenues	4	2782123	•	7856	•	•	106	10102	1180	4705	1325	38788	43764	2674298
Total Revenues	5	67524592	•	49434	•	•	316917	951852	1429405	794629	1145877	1416350	1019047	60401081
Average Total Revenues	6	83364	•	102	•	•	8126	7322	21334	30563	76392	94423	169841	2237077
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.0	•	47.6	•	•	90.3	67.0	68.7	57.0	74.5	60.4	44.9	68.5
Salaries and Wages	8	11.1	•	•	•	•	2.8	9.5	8.6	11.8	6.7	10.2	20.3	11.2
Taxes Paid	9	1.5	•	3.6	•	•	0.6	1.8	1.4	2.0	1.4	2.3	2.6	1.4
Interest Paid	10	2.1	•	•	•	•	0.6	0.6	0.6	0.8	0.4	0.3	1.1	2.3
Depreciation, Depletion, Amortization	11	4.3	•	•	•	•	•	1.1	1.2	2.2	1.0	1.9	6.0	4.5
Pensions and Other Benefits	12	1.9	•	•	•	•	0.2	1.3	1.6	1.7	0.8	1.5	2.9	2.0
Other	13	11.2	•	16.3	•	•	4.6	7.8	10.0	16.8	7.6	14.1	13.9	11.2
Officers Compensation	14	0.7	•	33.2	•	•	0.6	6.9	2.3	2.7	1.8	2.1	1.2	0.5
Operating Margin	15	•	•	•	•	•	0.3	3.9	5.7	5.0	6.0	7.3	7.0	•
Oper. Margin Before Officers Compensation	16	•	•	32.7	•	•	0.9	10.8	8.0	7.7	7.8	9.4	8.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	18517	•	3	•	•	356	1035	2942	5308	13272	24465	34048	508996
Inventories	18	8493	•	•	•	•	312	319	2417	3986	8063	11349	16018	228620
Net Property, Plant and Equipment	19	11354	•	0	•	•	19	251	815	2267	3678	7603	28182	322647
Total Assets	20	65020	•	5	•	•	857	2616	7909	16566	32852	76916	132190	1810751

Notes and Loans Payable **21**	16041	•	1	•	•	442	404	1695	2956	3055	5956	24280	461154
All Other Liabilities **22**	24138	•	0	•	•	327	959	3497	5637	15494	17988	41349	677143
Net Worth **23**	24842	•	3	•	•	88	1252	2716	7972	14303	52971	66561	672454

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	•	•	2.5	1.9	1.5	1.7	1.8	2.9	1.8	1.3
Quick Ratio **25**	0.9	•	•	•	•	1.6	1.5	0.9	1.0	1.2	2.1	1.2	0.8
Net Sales to Working Capital **26**	8.2	•	19.6	•	•	16.4	7.0	9.7	6.4	6.1	2.5	4.7	8.8
Coverage Ratio **27**	4.0	•	•	•	•	1.6	10.0	10.8	9.0	•	•	12.7	3.7
Total Asset Turnover **28**	1.2	•	•	•	•	9.5	2.8	2.7	1.8	2.3	1.2	1.2	1.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	8.6	•	9.7	9.0	•
Receivables Turnover **30**	8.5	•	•	•	•	•	•	•	•	•	7.4	9.4	8.2
Total Liabilities to Net Worth **31**	1.6	•	0.4	•	•	8.8	1.1	1.9	1.1	1.3	0.5	1.0	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.8	•	28.4	•	•	89.7	52.1	65.7	51.9	56.5	31.1	49.7	62.9
Return on Assets **33**	10.2	•	•	•	•	9.3	17.3	17.5	13.5	15.5	13.4	17.5	9.8
Return on Equity **34**	14.1	•	•	•	•	30.5	22.0	39.2	19.1	26.5	14.4	23.9	13.3
Return Before Interest on Equity **35**	26.7	•	•	•	•	•	•	•	27.9	•	19.5	34.6	26.4
Profit Margin, Before Income Tax **36**	6.3	•	18.4	•	•	0.4	5.7	5.9	6.6	6.4	11.1	13.3	6.2
Profit Margin, After Income Tax **37**	4.5	•	18.4	•	•	0.3	3.8	5.0	5.1	5.0	8.4	10.0	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	52.3	52.8	56.3	59.0	58.1	57.2	58.0	68.5	67.8	68.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	56419	73167	75261	80866	26751	31835	53175	33976	10323	18517
Average Inventories ($) **42**	42712	53568	41779	49973	12247	12886	23295	16325	5481	8493
Average Net Worth ($) **43**	104822	155195	132124	171049	40940	57015	97742	52670	18265	24842
Current Ratio (×1) **44**	1.8	1.6	1.7	1.7	1.5	1.5	1.5	1.6	1.4	1.4
Quick Ratio (×1) **45**	1.1	1.0	1.0	1.0	1.0	1.0	1.0	0.9	0.9	0.9
Coverage Ratio (×1) **46**	4.4	4.2	4.7	5.5	5.0	4.9	3.9	4.5	3.4	4.0
Asset Turnover (×1) **47**	0.7	0.6	0.7	0.7	0.6	0.6	0.6	0.8	1.0	1.2
Operating Leverage **48**	1.1	1.5	0.6	0.9	1.2	1.3	0.9	1.0	0.2	0.1
Financial Leverage **49**	1.1	1.0	1.2	1.1	1.0	1.0	1.0	1.1	1.0	1.1
Total Leverage **50**	1.2	1.4	0.6	1.0	1.2	1.3	0.9	1.1	0.2	0.1

OTHER MACHINERY, EXCEPT ELECTRICAL

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6193	21	1035	2102	1173	784	732	179	85	27	25	12	18
Revenues ($ in Thousands)														
Net Sales	2	37260087	315079	136152	891022	864272	1624756	2662528	2033709	1977706	1240789	2314157	2054252	21145665
Portfolio Income	3	443308	1504	302	462	13232	3466	17885	4674	9140	3625	30287	35485	323247
Other Revenues	4	433195	1320	•	4408	1946	8511	9154	7207	7505	22018	25729	32113	313284
Total Revenues	5	38136590	317903	136454	895892	879450	1636733	2689567	2045590	1994351	1266432	2370173	2121850	21782196
Average Total Revenues	6	6158	15138	132	426	750	2088	3674	11428	23463	46905	94807	176821	1210122
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.1	70.6	53.9	43.9	58.4	69.6	66.4	67.9	64.5	70.5	67.3	74.5	71.1
Salaries and Wages	8	7.3	7.0	5.1	12.3	8.4	7.0	6.5	8.3	7.3	6.8	6.8	6.5	7.3
Taxes Paid	9	2.0	2.7	1.4	4.1	4.8	2.8	3.3	2.4	2.5	2.2	2.0	1.9	1.6
Interest Paid	10	2.3	3.6	0.6	1.0	1.3	0.9	1.1	1.5	1.5	2.4	1.9	3.6	2.6
Depreciation, Depletion, Amortization	11	2.8	2.8	4.6	4.0	3.5	1.9	3.0	3.1	3.1	3.1	3.0	3.3	2.5
Pensions and Other Benefits	12	2.5	2.9	2.8	2.2	3.3	1.4	2.2	2.0	2.3	2.8	2.6	2.4	2.6
Other	13	10.7	9.6	26.6	16.9	14.6	10.8	12.7	7.9	9.2	8.5	10.9	6.8	10.8
Officers Compensation	14	1.8	4.1	4.5	12.9	5.5	4.7	4.8	3.4	2.4	1.4	1.8	1.1	0.4
Operating Margin	15	1.7	•	0.4	2.6	0.3	1.1	0.1	3.4	7.4	2.3	3.8	•	1.2
Oper. Margin Before Officers Compensation	16	3.5	1.0	4.9	15.5	5.8	5.8	4.9	6.9	9.8	3.7	5.6	1.1	1.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	961	•	•	31	95	226	549	1571	3910	6112	18186	31326	199253
Inventories	18	806	•	7	22	76	197	572	1642	4668	8517	15631	32278	143071
Net Property, Plant and Equipment	19	957	•	9	67	90	143	549	2043	3670	8055	14424	33650	194286
Total Assets	20	4361	•	25	162	379	706	2222	6914	15229	34889	70376	153828	940921

Notes and Loans Payable **21**	1289	•	7	72	137	299	689	2342	3095	12224	19910	36257	276784
All Other Liabilities **22**	1734	•	1	17	102	266	653	1779	4199	10511	19414	60806	428892
Net Worth **23**	1338	•	17	73	141	141	880	2794	7935	12154	31052	56765	235245

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	2.8	3.5	1.8	1.7	2.2	1.5	1.9	1.4	1.8	1.6	1.3
Quick Ratio **25**	0.8	•	1.3	2.6	1.1	1.0	1.2	0.8	1.0	0.6	0.9	0.7	0.7
Net Sales to Working Capital **26**	8.5	•	16.8	6.7	7.5	9.6	4.6	8.6	4.6	8.3	5.4	5.2	12.0
Coverage Ratio **27**	3.2	0.4	2.0	4.1	2.6	3.2	2.0	3.6	6.8	2.9	4.4	1.9	3.2
Total Asset Turnover **28**	1.4	•	5.3	2.6	2.0	2.9	1.6	1.7	1.5	1.3	1.3	1.1	1.3
Inventory Turnover **29**	•	•	•	•	•	•	8.5	9.4	6.4	7.6	8.0	7.9	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	0.4	1.2	1.7	4.0	1.5	1.5	0.9	1.9	1.3	1.7	3.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.3	•	30.4	54.9	62.9	80.1	60.4	59.6	47.9	65.2	55.9	63.1	75.0
Return on Assets **33**	9.8	•	6.5	11.0	6.5	8.0	3.7	9.1	14.9	8.9	10.9	7.6	10.3
Return on Equity **34**	14.6	•	4.1	16.1	7.4	24.8	1.1	11.7	20.2	9.7	13.6	6.0	18.2
Return Before Interest on Equity **35**	31.8	•	9.4	24.4	17.6	•	9.3	22.5	28.7	25.7	24.7	20.7	•
Profit Margin, Before Income Tax **36**	4.8	•	0.6	3.2	2.1	1.9	1.1	4.0	8.3	4.4	6.4	3.3	5.6
Profit Margin, After Income Tax **37**	3.2	•	0.5	2.8	1.4	1.7	0.3	2.9	6.9	2.6	4.6	2.0	3.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.9	69.0	68.6	71.9	72.2	70.6	69.5	69.3	69.6	69.1
Operating Margin (%) **39**	0.2	•	•	•	•	•	•	•	0.2	1.7
Oper. Margin Before Officers Comp. (%) **40**	2.5	0.9	1.4	•	•	•	•	0.2	2.4	3.5
Average Net Receivables ($) **41**	625	815	607	868	1080	1102	597	647	797	961
Average Inventories ($) **42**	490	631	567	810	800	838	652	632	722	806
Average Net Worth ($) **43**	1199	1609	1389	1586	1710	2038	1236	1110	1231	1338
Current Ratio (x1) **44**	1.7	1.6	1.8	1.5	1.3	1.0	1.4	1.6	1.5	1.5
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.8	0.7	0.6	0.7	0.8	0.8	0.8
Coverage Ratio (x1) **46**	3.0	2.5	2.7	2.2	1.7	1.6	1.3	1.8	2.4	3.2
Asset Turnover (x1) **47**	1.2	1.1	1.1	1.0	1.0	0.9	1.1	1.1	1.2	1.4
Total Liabilities/Net Worth (x1) **48**	1.4	1.4	1.5	2.4	2.3	2.4	2.4	2.8	2.9	2.3
Return on Assets (x1) **49**	7.2	5.5	7.2	8.5	7.2	6.5	5.3	6.7	7.6	9.8
Return on Equity (%) **50**	5.7	3.7	7.1	9.8	6.4	4.6	0.9	6.8	11.9	14.6

OTHER MACHINERY, EXCEPT ELECTRICAL

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4242	•	•	1598	786	533	427	126	73	•	21	7	•
Revenues ($ in Thousands)														
Net Sales	2	31159670	•	•	746341	571139	1206615	1982112	1579946	1806832	•	2030118	1213047	•
Portfolio Income	3	393053	•	•	320	11699	1030	3551	3655	8914	•	21671	29424	•
Other Revenues	4	397331	•	•	4408	1557	8469	7177	6435	6814	•	23468	25623	•
Total Revenues	5	31950054	•	•	751069	584395	1216114	1992840	1590036	1822560	•	2075257	1268094	•
Average Total Revenues	6	7532	•	•	470	744	2282	4667	12619	24967	•	98822	181156	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	68.3	•	•	45.9	51.9	72.4	65.9	66.4	65.0	•	67.4	68.1	•
Salaries and Wages	8	7.4	•	•	11.9	9.2	5.9	5.4	8.1	6.6	•	6.2	7.3	•
Taxes Paid	9	2.0	•	•	4.1	4.8	2.3	3.0	2.4	2.4	•	2.0	2.8	•
Interest Paid	10	2.2	•	•	0.8	1.0	0.6	1.2	1.3	1.0	•	1.7	4.2	•
Depreciation, Depletion, Amortization	11	2.6	•	•	3.0	3.5	1.6	2.4	3.3	2.7	•	3.0	4.3	•
Pensions and Other Benefits	12	2.4	•	•	2.0	4.1	0.6	2.0	2.0	2.2	•	2.7	2.2	•
Other	13	10.1	•	•	16.9	14.5	9.8	10.2	5.9	9.3	•	10.0	7.8	•
Officers Compensation	14	1.6	•	•	11.4	6.4	4.4	4.5	3.9	2.1	•	1.6	1.1	•
Operating Margin	15	3.4	•	•	4.1	4.8	2.6	5.5	6.9	9.0	•	5.5	2.2	•
Oper. Margin Before Officers Compensation	16	5.0	•	•	15.5	11.2	6.9	10.0	10.8	11.1	•	7.1	3.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1102	•	•	34	76	221	600	1524	4200	•	17871	29653	•
Inventories	18	943	•	•	27	77	238	618	1547	4840	•	17485	30455	•
Net Property, Plant and Equipment	19	1110	•	•	52	74	100	528	2335	3325	•	15816	37774	•
Total Assets	20	5124	•	•	165	365	685	2165	7292	15475	•	71244	151611	•

Notes and Loans Payable **21**	1487	•	•	61	91	282	833	2143	2631	•	18186	38952	•
All Other Liabilities **22**	2054	•	•	19	93	251	569	1788	4360	•	19502	51797	•
Net Worth **23**	1583	•	•	85	181	152	763	3361	8485	•	33557	60862	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	1.5	•	•	4.1	1.8	1.9	1.7	1.7	2.1	•	1.9	2.4	•
Quick Ratio **25**	0.8	•	•	3.0	1.1	1.1	0.9	1.0	1.1	•	1.0	1.1	•
Net Sales to Working Capital **26**	9.1	•	•	5.9	7.5	8.6	7.7	7.6	4.3	•	5.0	3.6	•
Coverage Ratio **27**	4.1	•	•	6.9	8.3	6.7	6.1	6.9	10.9	•	5.8	2.6	•
Total Asset Turnover **28**	1.4	•	•	2.8	2.0	3.3	2.2	1.7	1.6	•	1.4	1.2	•
Inventory Turnover **29**	•	•	•	•	9.8	•	9.9	•	6.7	•	7.5	7.8	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	•	1.0	1.0	3.5	1.8	1.2	0.8	•	1.1	1.5	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	69.1	•	•	48.5	50.3	77.8	64.8	53.9	45.2	•	52.9	59.9	•
Return on Assets **33**	13.1	•	•	15.7	16.1	13.0	15.5	15.0	17.5	•	13.0	12.4	•
Return on Equity **34**	23.2	•	•	23.3	24.7	•	29.6	22.5	24.3	•	16.7	12.6	•
Return Before Interest on Equity **35**	•	•	•	30.4	32.5	•	•	32.6	31.8	•	27.6	30.8	•
Profit Margin, Before Income Tax **36**	6.9	•	•	4.7	7.1	3.3	6.0	7.5	9.9	•	7.9	6.6	•
Profit Margin, After Income Tax **37**	5.0	•	•	4.2	6.2	3.1	4.9	6.0	8.3	•	5.8	4.4	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.1	68.3	67.7	69.8	70.7	69.3	68.9	67.2	69.2	68.3
Operating Margin (%) **39**	2.2	2.7	3.7	0.9	0.2	•	1.3	1.3	1.7	3.4
Oper. Margin Before Officers Comp. (%) **40**	4.3	4.7	5.8	2.8	1.7	•	3.6	3.1	3.6	5.0
Average Net Receivables ($) **41**	947	719	949	907	1063	1592	730	828	931	1102
Average Inventories ($) **42**	748	802	892	915	1082	1111	693	750	855	943
Average Net Worth ($) **43**	2086	2191	2042	2165	2283	2925	1412	1333	1502	1583
Current Ratio (×1) **44**	1.9	2.0	1.9	1.6	1.6	0.9	1.5	1.5	1.5	1.5
Quick Ratio (×1) **45**	1.1	1.0	1.0	0.8	0.7	0.5	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	5.1	5.6	5.1	3.6	2.5	2.1	2.8	2.8	3.1	4.1
Asset Turnover (×1) **47**	1.2	1.3	1.4	1.0	1.2	0.9	1.3	1.3	1.1	1.4
Operating Leverage **48**	0.8	1.2	1.4	0.2	0.2	•	•	1.0	1.3	2.1
Financial Leverage **49**	1.0	1.1	1.0	0.9	0.9	0.9	1.3	1.0	1.1	1.1
Total Leverage **50**	0.8	1.3	1.4	0.2	0.2	•	•	1.0	1.4	2.2

HOUSEHOLD APPLIANCES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	266	3	•	•	88	37	68	16	18	10	8	10	8
Revenues ($ in Thousands)														
Net Sales	2	21436218	20329	•	•	5232	84654	352928	297443	655444	921188	848656	2230708	16019636
Portfolio Income	3	237876	16052	•	•	•	12	404	421	1115	1536	3188	5160	209988
Other Revenues	4	369587	14578	•	•	•	•	809	1010	8393	3833	2405	13028	325532
Total Revenues	5	22043681	50959	•	•	5232	84666	354141	298874	664952	926557	854249	2248896	16555156
Average Total Revenues	6	82871	16986	•	•	59	2288	5208	18680	36942	92656	106781	224890	2069394
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.8	76.0	•	•	73.9	36.8	72.7	60.8	78.8	83.1	59.6	74.6	76.9
Salaries and Wages	8	5.5	8.4	•	•	•	25.4	7.3	8.2	2.7	1.3	11.3	3.8	5.5
Taxes Paid	9	1.6	2.4	•	•	15.0	2.9	1.8	2.1	2.0	0.8	2.0	1.2	1.6
Interest Paid	10	2.4	2.8	•	•	32.2	0.2	2.0	•	1.0	0.7	3.5	1.4	2.7
Depreciation, Depletion, Amortization	11	2.7	2.1	•	•	33.9	3.2	1.4	1.4	1.4	1.8	4.1	2.5	2.9
Pensions and Other Benefits	12	3.0	2.2	•	•	9.3	3.7	0.6	0.5	0.5	1.8	1.7	0.8	3.6
Other	13	6.7	11.8	•	•	•	16.5	13.8	11.4	8.3	6.9	16.3	10.6	5.3
Officers Compensation	14	0.4	2.3	•	•	8.6	7.1	1.3	1.9	1.2	0.8	0.8	0.4	0.3
Operating Margin	15	1.9	•	•	•	•	4.3	•	13.8	4.3	2.9	0.8	4.8	1.3
Oper. Margin Before Officers Compensation	16	2.3	•	•	•	•	11.4	0.5	15.6	5.5	3.7	1.6	5.2	1.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	12394	•	•	•	•	526	914	2338	4357	11229	20886	40824	301472
Inventories	18	11610	•	•	•	195	0	925	1134	5088	11411	9975	35989	293089
Net Property, Plant and Equipment	19	13968	•	•	•	40	108	468	2554	3302	9509	20962	31576	374650
Total Assets	20	59767	•	•	•	304	668	2482	7351	14283	36982	66286	148718	1614475

Notes and Loans Payable **21**	16705	•	•	•	511	70	652	1552	2384	5143	19882	44668	453329
All Other Liabilities **22**	19530	•	•	•	1	254	1500	2726	5107	14887	16459	34650	540112
Net Worth **23**	23533	•	•	•	-207	344	330	3073	6792	16952	29945	69401	621034

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	•	10.1	2.2	1.1	1.4	1.7	1.8	2.0	1.8	1.8
Quick Ratio **25**	0.9	•	•	•	1.2	2.2	0.5	1.0	0.8	1.0	1.3	1.0	0.9
Net Sales to Working Capital **26**	6.8	•	•	•	0.3	7.7	41.3	13.9	8.9	7.7	6.1	5.7	6.7
Coverage Ratio **27**	3.6	•	•	•	•	•	0.8	•	7.1	6.2	1.5	5.1	3.4
Total Asset Turnover **28**	1.4	•	•	•	0.2	3.4	2.1	2.5	2.6	2.5	1.6	1.5	1.3
Inventory Turnover **29**	•	•	•	•	0.5	•	8.2	•	•	•	•	9.3	•
Receivables Turnover **30**	•	•	•	•	•	8.7	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	1.0	6.5	1.4	1.1	1.2	1.2	1.2	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.6	•	•	•	•	48.5	86.7	58.2	52.5	54.2	54.8	53.3	61.5
Return on Assets **33**	11.6	•	•	•	•	15.5	3.1	36.2	17.1	10.3	8.7	10.5	11.5
Return on Equity **34**	14.2	•	•	•	•	22.5	•	•	23.6	12.4	1.5	13.0	14.0
Return Before Interest on Equity **35**	29.3	•	•	•	•	30.1	23.4	•	•	22.4	19.1	22.4	29.8
Profit Margin, Before Income Tax **36**	6.2	•	•	•	•	4.4	•	14.3	5.7	3.5	1.9	5.6	6.5
Profit Margin, After Income Tax **37**	4.2	•	•	•	•	3.4	•	10.6	4.4	2.3	0.4	4.1	4.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.9	71.2	71.4	71.1	73.2	72.4	72.2	66.0	70.6	75.8
Operating Margin (%) **39**	•	•	0.7	•	•	•	•	1.2	1.7	1.9
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.3	•	•	•	•	1.7	2.3	2.3
Average Net Receivables ($) **41**	6499	15488	14771	11840	23556	8852	8504	11531	4172	12394
Average Inventories ($) **42**	4497	9498	9617	7605	14667	5588	4546	8215	5227	11610
Average Net Worth ($) **43**	11592	29563	23406	18480	29302	12175	11048	21522	10289	23533
Current Ratio (x1) **44**	1.7	1.7	2.0	2.0	1.4	1.2	1.2	1.5	1.6	1.8
Quick Ratio (x1) **45**	1.0	1.0	1.1	1.2	0.8	0.7	0.7	0.8	0.7	0.9
Coverage Ratio (x1) **46**	3.0	2.5	3.0	2.4	1.9	1.7	2.0	2.1	2.7	3.6
Asset Turnover (x1) **47**	1.2	1.0	1.2	1.0	1.1	1.1	0.9	1.1	1.3	1.4
Total Liabilities/Net Worth (x1) **48**	1.1	1.0	1.3	1.5	2.0	2.0	2.2	1.8	1.7	1.5
Return on Assets (x1) **49**	9.6	6.6	8.5	6.9	7.2	7.8	7.9	7.7	9.8	11.6
Return on Equity (%) **50**	7.3	4.1	8.1	6.1	5.8	4.9	7.6	7.5	11.2	14.2

HOUSEHOLD APPLIANCES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	157	3	•	•	•	37	59	16	15	6	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	19741178	20329	•	•	•	84654	185646	297443	564632	600020	•	•	•
Portfolio Income	3	234852	16052	•	•	•	12	125	421	364	1064	•	•	•
Other Revenues	4	366324	14578	•	•	•	•	65	1010	8201	3766	•	•	•
Total Revenues	5	20342354	50959	•	•	•	84666	185836	298874	573197	604850	•	•	•
Average Total Revenues	6	129569	16986	•	•	•	2288	3150	18680	38213	100808	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.2	76.0	•	•	•	36.8	72.1	60.8	79.5	79.3	•	•	•
Salaries and Wages	8	5.2	8.4	•	•	•	25.4	6.0	8.2	1.9	1.0	•	•	•
Taxes Paid	9	1.6	2.4	•	•	•	2.9	1.7	2.1	1.8	0.9	•	•	•
Interest Paid	10	2.4	2.8	•	•	•	0.2	2.2	•	0.8	0.7	•	•	•
Depreciation, Depletion, Amortization	11	2.7	2.1	•	•	•	3.2	1.8	1.4	1.4	1.4	•	•	•
Pensions and Other Benefits	12	3.1	2.2	•	•	•	3.7	0.4	0.5	0.6	2.4	•	•	•
Other	13	6.1	11.8	•	•	•	16.5	11.5	11.4	7.1	7.9	•	•	•
Officers Compensation	14	0.4	2.3	•	•	•	7.1	2.4	1.9	1.1	0.9	•	•	•
Operating Margin	15	2.5	•	•	•	•	4.3	2.1	13.8	5.9	5.4	•	•	•
Oper. Margin Before Officers Compensation	16	2.9	•	•	•	•	11.4	4.4	15.6	7.0	6.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	19521	•	•	•	•	526	991	2338	4240	14168	•	•	•
Inventories	18	17675	•	•	•	•	0	690	1134	4646	12941	•	•	•
Net Property, Plant and Equipment	19	22099	•	•	•	•	108	327	2554	2887	7498	•	•	•
Total Assets	20	92756	•	•	•	•	668	2130	7351	12955	40158	•	•	•

Notes and Loans Payable **21**	23574	•	•	•	•	70	536	1552	2581	6864	•	•	•
All Other Liabilities **22**	31033	•	•	•	•	254	1245	2726	4334	14373	•	•	•
Net Worth **23**	38149	•	•	•	•	344	350	3073	6040	18922	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	•	•	•	2.2	1.2	1.4	1.7	1.8	•	•	•
Quick Ratio **25**	0.9	•	•	•	•	2.2	0.7	1.0	0.8	1.0	•	•	•
Net Sales to Working Capital **26**	6.5	•	•	•	•	7.7	11.9	13.9	9.2	7.1	•	•	•
Coverage Ratio **27**	4.0	•	•	•	•	•	2.0	•	9.9	9.6	•	•	•
Total Asset Turnover **28**	1.4	•	•	•	•	3.4	1.5	2.5	2.9	2.5	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	6.6	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	8.7	6.4	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	•	•	1.0	5.1	1.4	1.2	1.1	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.9	•	•	•	•	48.5	83.6	58.2	53.4	52.9	•	•	•
Return on Assets **33**	12.7	•	•	•	•	15.5	6.5	36.2	23.8	17.3	•	•	•
Return on Equity **34**	16.0	•	•	•	•	22.5	18.5	•	36.2	23.3	•	•	•
Return Before Interest on Equity **35**	30.9	•	•	•	•	30.1	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	7.0	•	•	•	•	4.4	2.2	14.3	7.4	6.2	•	•	•
Profit Margin, After Income Tax **37**	4.9	•	•	•	•	3.4	2.1	10.6	5.8	4.4	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.3	68.9	70.9	69.9	73.0	72.0	72.5	66.1	70.3	76.2
Operating Margin (%) **39**	•	2.6	2.9	1.4	•	•	0.6	2.2	2.4	2.5
Oper. Margin Before Officers Comp. (%) **40**	0.8	3.1	3.5	1.9	0.3	•	0.9	2.6	3.0	2.9
Average Net Receivables ($) **41**	6055	11426	13335	10142	29321	10093	10414	35030	18189	19521
Average Inventories ($) **42**	3770	7063	9705	6911	18526	6275	5217	23773	22024	17675
Average Net Worth ($) **43**	10809	25220	24591	18939	41613	16747	14775	68469	47380	38149
Current Ratio (×1) **44**	1.7	1.9	2.1	1.9	1.3	1.3	1.2	1.6	1.6	1.9
Quick Ratio (×1) **45**	1.0	1.0	1.1	1.1	0.7	0.8	0.8	0.9	0.7	0.9
Coverage Ratio (×1) **46**	3.5	4.4	4.2	3.9	2.4	2.3	2.4	2.4	3.0	4.0
Asset Turnover (×1) **47**	1.2	1.0	1.3	1.1	1.2	1.0	0.9	1.0	1.3	1.4
Operating Leverage **48**	•	•	1.2	0.5	•	4.0	•	3.7	1.1	1.0
Financial Leverage **49**	1.1	1.1	1.1	1.0	0.8	1.0	1.0	1.1	1.1	1.1
Total Leverage **50**	•	•	1.3	0.5	•	3.9	•	4.0	1.2	1.1

RADIO, TELEVISION, AND COMMUNICATION EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2188	27	797	140	428	205	325	48	92	44	33	22	27
Revenues ($ in Thousands)														
Net Sales	2	60872684	261754	37968	87332	352915	234010	1581681	554580	2102451	1804847	3158990	4455318	46240838
Portfolio Income	3	882049	277	•	•	14484	306	84442	1352	15044	30984	29859	36337	668966
Other Revenues	4	1611682	196	•	•	556	1011	12596	14323	11464	49750	21396	24665	1475724
Total Revenues	5	63366415	262227	37968	87332	367955	235327	1678719	570255	2128959	1885581	3210245	4516320	48385528
Average Total Revenues	6	28961	9712	48	624	860	1148	5165	11880	23141	42854	97280	205287	1792057
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.0	54.6	42.1	55.0	62.2	58.6	60.2	63.4	62.6	59.6	65.5	64.1	60.4
Salaries and Wages	8	10.4	12.6	2.2	7.3	9.1	14.0	12.1	11.2	10.2	12.9	9.2	9.5	10.4
Taxes Paid	9	1.7	2.9	0.6	1.7	2.2	2.7	2.3	2.9	2.3	1.7	1.6	2.0	1.7
Interest Paid	10	1.4	11.6	3.4	0.3	0.3	2.6	2.1	1.4	1.0	1.3	0.9	1.7	1.3
Depreciation, Depletion, Amortization	11	4.7	1.9	3.9	0.2	1.4	2.1	2.2	2.2	2.4	3.6	2.6	3.2	5.3
Pensions and Other Benefits	12	2.9	1.6	•	•	1.1	0.4	1.7	1.3	1.7	2.2	1.9	1.8	3.3
Other	13	14.8	10.3	54.5	18.6	15.0	17.3	22.2	18.0	11.3	17.5	14.5	14.2	14.7
Officers Compensation	14	1.1	2.8	•	16.3	6.8	3.4	6.1	3.1	3.3	2.5	1.4	1.1	0.7
Operating Margin	15	2.0	1.9	•	0.6	2.0	•	•	•	5.4	•	2.5	2.6	2.4
Oper. Margin Before Officers Compensation	16	3.1	4.6	•	16.9	8.8	2.4	•	•	8.7	1.3	3.9	3.7	3.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5388	•	13	39	115	184	635	1443	3734	9002	16172	37863	344606
Inventories	18	3369	•	11	78	59	158	579	2116	3922	6248	15307	27992	194366
Net Property, Plant and Equipment	19	4929	•	5	•	39	149	384	1283	2727	6975	11700	26758	333863
Total Assets	20	22440	•	29	119	365	639	2485	6775	15957	34138	71763	147911	1446186

Notes and Loans Payable **21**	4757	•	92	30	160	542	821	2042	4046	5168	10746	42851	292210
All Other Liabilities **22**	7562	•	13	87	164	262	1266	1254	4228	9278	16534	35184	511560
Net Worth **23**	10121	•	-75	3	41	-165	398	3478	7682	19692	44483	69876	642416

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.8	1.1	2.3	1.2	1.6	1.9	2.0	2.2	2.3	2.0	1.5
Quick Ratio **25**	0.9	•	1.0	0.4	1.8	0.7	0.9	0.9	1.1	1.5	1.4	1.2	0.9
Net Sales to Working Capital **26**	6.5	•	4.4	•	4.7	22.4	8.7	5.3	4.1	3.3	3.5	4.2	7.7
Coverage Ratio **27**	5.9	1.2	•	2.9	•	0.8	•	0.5	7.8	3.8	5.3	3.4	6.9
Total Asset Turnover **28**	1.2	•	1.6	5.2	2.3	1.8	2.0	1.7	1.4	1.2	1.3	1.4	1.2
Inventory Turnover **29**	•	•	3.8	8.8	•	8.5	•	6.9	7.3	7.8	8.2	9.3	•
Receivables Turnover **30**	•	•	7.6	•	•	•	•	•	•	9.1	•	•	9.9
Total Liabilities to Net Worth **31**	1.2	•	•	37.9	7.9	•	5.3	1.0	1.1	0.7	0.6	1.1	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.9	•	•	97.4	88.8	•	84.0	48.7	51.9	42.3	38.0	52.8	55.6
Return on Assets **33**	10.0	•	•	5.0	14.9	3.7	•	1.2	10.9	5.8	6.6	7.6	10.8
Return on Equity **34**	12.3	•	4.3	•	•	3.2	•	•	15.9	5.2	4.4	6.8	14.0
Return Before Interest on Equity **35**	22.3	•	2.1	•	•	•	•	2.4	22.7	10.0	10.6	16.2	24.3
Profit Margin, Before Income Tax **36**	6.7	2.0	•	0.6	6.3	•	•	•	6.6	3.5	4.0	3.9	7.8
Profit Margin, After Income Tax **37**	4.5	0.3	•	0.5	5.6	•	•	•	5.3	2.5	2.1	2.4	5.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.5	63.0	62.4	68.6	68.3	66.4	66.1	66.2	64.4	61.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	2.0
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	0.1	3.1
Average Net Receivables ($) **41**	8283	6528	3028	3919	4304	8470	7819	6665	3733	5388
Average Inventories ($) **42**	3311	2494	2163	2398	3062	5478	4668	2992	2137	3369
Average Net Worth ($) **43**	8526	6696	5830	5721	7296	14242	13349	9345	6290	10121
Current Ratio (x1) **44**	1.8	1.8	1.8	1.5	1.5	1.5	1.3	1.4	1.5	1.6
Quick Ratio (x1) **45**	0.9	0.9	1.0	0.9	0.9	0.9	0.8	0.9	0.9	0.9
Coverage Ratio (x1) **46**	1.1	1.4	2.7	2.3	2.1	2.3	2.1	2.9	3.3	5.9
Asset Turnover (x1) **47**	0.8	0.7	1.1	1.2	1.2	1.1	1.1	1.1	1.2	1.2
Total Liabilities/Net Worth (x1) **48**	2.4	2.3	1.2	1.4	1.4	1.6	1.5	1.5	1.4	1.2
Return on Assets (x1) **49**	4.9	6.0	5.9	5.8	5.9	6.3	5.0	5.5	5.2	10.0
Return on Equity (%) **50**	•	2.2	4.1	4.1	3.2	4.7	2.9	5.2	5.2	12.3

RADIO, TELEVISION, AND COMMUNICATION EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1136	7	210	140	269	112	206	33	66	33	23	15	21
Revenues ($ in Thousands)														
Net Sales	2	51805492	217224	4599	87332	205683	157606	923600	508053	1694357	1454565	2190159	3087266	41275048
Portfolio Income	3	795586	277	•	•	14484	•	73943	189	12408	26175	19844	29344	618923
Other Revenues	4	1434206	197	•	•	557	1011	6545	12320	7098	28950	15313	10866	1351348
Total Revenues	5	54035284	217698	4599	87332	220724	158617	1004088	520562	1713863	1509690	2225316	3127476	43245319
Average Total Revenues	6	47566	31100	22	624	821	1416	4874	15775	25968	45748	96753	208498	2059301
Operating Costs/Operating Income (%)														
Cost of Operations	7	58.7	53.7	20.6	55.0	51.1	70.2	63.4	63.2	61.4	59.3	59.1	60.6	58.3
Salaries and Wages	8	10.2	9.9	•	7.3	14.4	3.3	8.7	8.9	8.8	10.7	9.6	9.9	10.4
Taxes Paid	9	1.7	2.8	•	1.7	2.6	1.0	2.1	2.6	2.3	1.8	1.3	2.5	1.6
Interest Paid	10	1.3	12.8	•	0.3	0.5	2.5	2.7	1.4	1.0	1.5	0.7	1.3	1.2
Depreciation, Depletion, Amortization	11	4.9	1.6	•	0.2	1.0	1.7	1.9	1.9	2.1	3.4	2.5	3.4	5.5
Pensions and Other Benefits	12	3.1	1.5	•	•	1.2	0.6	1.2	1.2	1.4	2.2	2.1	2.2	3.4
Other	13	15.3	8.1	28.1	18.6	18.2	16.0	16.5	10.7	9.1	15.7	15.9	12.9	15.7
Officers Compensation	14	1.0	2.4	•	16.3	7.4	2.1	5.8	2.4	2.9	1.9	1.4	1.2	0.6
Operating Margin	15	3.9	7.3	51.3	0.6	3.8	2.7	•	7.7	10.9	3.5	7.5	6.0	3.4
Oper. Margin Before Officers Compensation	16	4.9	9.6	51.3	16.9	11.2	4.8	3.6	10.1	13.9	5.4	8.9	7.2	4.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8231	•	•	39	125	260	625	1802	4246	9243	17652	41275	356329
Inventories	18	5308	•	•	78	63	113	520	2436	3993	6785	13545	26065	219590
Net Property, Plant and Equipment	19	8371	•	•	•	23	98	384	1479	2646	7077	12061	29756	392019
Total Assets	20	35041	•	1	119	397	631	2010	7070	16928	34863	71035	156413	1557955

Notes and Loans Payable **21**	6736	•	252	30	49	638	505	2765	3842	4820	6469	40963	292332
All Other Liabilities **22**	12086	•	•	87	229	330	831	1194	4585	9209	14852	31121	571100
Net Worth **23**	16219	•	-251	3	118	-337	674	3112	8500	20834	49714	84330	694523

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	1.1	2.0	1.1	1.6	1.7	2.1	2.4	3.0	2.6	1.4
Quick Ratio **25**	0.9	•	•	0.4	1.6	0.8	0.9	0.8	1.1	1.5	2.0	1.7	0.8
Net Sales to Working Capital **26**	7.1	•	43.8	•	4.2	38.0	9.4	7.4	4.2	3.3	3.0	3.3	9.1
Coverage Ratio **27**	8.0	1.6	•	2.9	•	2.3	3.4	8.5	13.4	6.2	14.7	6.5	8.4
Total Asset Turnover **28**	1.3	•	•	5.2	1.9	2.2	2.2	2.2	1.5	1.3	1.4	1.3	1.3
Inventory Turnover **29**	•	•	•	8.8	•	•	•	8.0	7.9	7.7	8.3	9.6	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	9.5	•	10.0	•
Total Liabilities to Net Worth **31**	1.2	•	•	37.9	2.4	•	2.0	1.3	1.0	0.7	0.4	0.9	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.7	•	•	97.4	70.2	•	66.5	56.0	49.8	40.2	30.0	46.1	55.4
Return on Assets **33**	13.3	•	•	5.0	22.3	13.0	20.5	25.2	19.8	11.5	13.0	11.2	13.0
Return on Equity **34**	17.8	•	•	•	•	•	37.5	•	31.6	13.4	12.0	12.1	17.6
Return Before Interest on Equity **35**	28.8	•	•	•	•	•	•	•	•	19.2	18.5	20.8	29.2
Profit Margin, Before Income Tax **36**	9.0	7.4	•	0.6	11.1	3.3	6.5	10.2	12.1	7.6	9.0	7.2	9.1
Profit Margin, After Income Tax **37**	6.3	5.4	•	0.5	10.0	3.3	5.6	10.1	10.5	6.3	6.2	4.9	6.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	59.3	59.6	60.6	69.1	63.0	62.2	63.4	62.2	60.4	58.7
Operating Margin (%) **39**	•	•	0.8	0.6	1.5	•	•	•	1.8	3.9
Oper. Margin Before Officers Comp. (%) **40**	•	•	1.9	1.7	2.7	0.4	0.4	1.0	3.4	4.9
Average Net Receivables ($) **41**	11460	10709	3306	9905	4351	12027	18134	8918	6147	8231
Average Inventories ($) **42**	3500	3666	2314	5606	2680	6679	8797	3551	3477	5308
Average Net Worth ($) **43**	9900	10800	6573	13880	7560	22911	34438	13364	11860	16219
Current Ratio (×1) **44**	1.9	1.8	1.9	1.5	1.7	1.5	1.4	1.5	1.5	1.5
Quick Ratio (×1) **45**	1.0	0.9	1.0	0.9	1.0	0.9	0.9	1.0	0.9	0.9
Coverage Ratio (×1) **46**	1.5	1.8	5.1	4.3	4.7	4.9	4.3	5.0	6.6	8.0
Asset Turnover (×1) **47**	0.7	0.7	1.2	1.4	1.2	1.1	1.1	1.1	1.2	1.3
Operating Leverage **48**	1.4	0.9	•	0.8	2.3	•	0.9	0.4	•	2.2
Financial Leverage **49**	0.8	1.4	2.0	1.0	1.0	1.0	1.0	1.1	1.1	1.0
Total Leverage **50**	1.1	1.2	•	0.7	2.4	•	0.9	0.4	•	2.1

ELECTRONIC COMPONENTS AND ACCESSORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12228	1325	4298	1363	962	1152	2076	426	273	118	85	82	68
Revenues ($ in Thousands)														
Net Sales	2	181570425	1384823	493008	859812	846730	1874954	9222449	5851353	6857686	6772850	8207353	15380234	123819174
Portfolio Income	3	3548304	42388	16	1090	12973	9603	25689	19594	62881	69768	96544	409934	2797825
Other Revenues	4	3518478	9152	8190	4567	3947	13280	55147	41427	74938	56683	106699	414905	2729542
Total Revenues	5	188637207	1436363	501214	865469	863650	1897837	9303285	5912374	6995505	6899301	8410596	16205073	129346541
Average Total Revenues	6	15427	1084	117	635	898	1647	4481	13879	25625	58469	98948	197623	1902155
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.6	74.2	58.3	52.0	57.8	53.5	64.1	69.2	67.3	69.8	68.7	65.0	68.3
Salaries and Wages	8	7.9	6.6	7.2	15.8	13.7	12.9	9.0	8.0	8.4	7.7	8.3	10.4	7.4
Taxes Paid	9	2.1	1.4	2.5	2.4	3.3	3.1	2.8	2.6	2.3	1.8	1.6	1.7	2.0
Interest Paid	10	1.5	1.6	3.7	0.6	1.1	1.1	1.2	1.2	1.3	1.4	1.1	1.3	1.6
Depreciation, Depletion, Amortization	11	3.7	2.4	2.0	1.4	2.2	1.7	2.1	2.3	2.9	2.6	3.2	3.8	4.1
Pensions and Other Benefits	12	2.3	1.4	0.1	1.4	1.7	2.9	1.8	1.7	1.7	2.0	1.8	2.1	2.4
Other	13	10.4	12.1	27.1	22.1	12.0	18.6	10.7	11.8	12.4	11.0	11.2	12.7	9.6
Officers Compensation	14	1.3	1.4	5.1	10.0	11.2	7.5	6.2	3.3	2.4	1.6	1.5	1.4	0.4
Operating Margin	15	3.3	•	•	•	•	•	2.2	•	1.4	2.2	2.6	1.8	4.2
Oper. Margin Before Officers Compensation	16	4.6	0.4	•	4.2	8.4	6.3	8.4	3.2	3.8	3.8	4.1	3.2	4.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2682	•	10	51	104	200	593	2099	4300	9021	18170	33179	348939
Inventories	18	1764	•	15	28	76	174	590	1978	3976	7630	13044	23988	206759
Net Property, Plant and Equipment	19	2615	•	5	28	78	145	468	1541	3227	8151	11883	36365	356058
Total Assets	20	12322	•	34	161	354	713	2140	7190	16271	37054	70732	162598	1668787

Notes and Loans Payable **21**	2715	•	30	103	196	377	709	2087	4661	8240	14158	28061	355860
All Other Liabilities **22**	3910	•	33	54	67	214	668	2318	5712	10745	20909	47182	535842
Net Worth **23**	5697	•	-29	5	92	122	763	2785	5897	18069	35664	87355	777085

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	0.6	1.8	3.1	1.8	1.7	1.7	1.6	2.1	2.3	2.0	1.6
Quick Ratio **25**	1.0	•	0.3	1.3	2.0	1.1	1.0	1.0	0.9	1.3	1.4	1.2	1.0
Net Sales to Working Capital **26**	5.9	•	•	12.0	5.4	7.1	7.0	6.2	6.3	4.5	3.4	3.9	6.5
Coverage Ratio **27**	6.1	2.7	•	•	0.2	1.0	3.5	1.8	3.6	3.8	5.8	6.6	6.9
Total Asset Turnover **28**	1.2	•	3.4	3.9	2.5	2.3	2.1	1.9	1.6	1.6	1.4	1.2	1.1
Inventory Turnover **29**	•	•	8.8	•	•	•	9.7	9.6	8.5	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	28.7	2.9	4.8	1.8	1.6	1.8	1.1	1.0	0.9	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.8	•	•	96.6	74.1	82.9	64.4	61.3	63.8	51.2	49.6	46.3	53.4
Return on Assets **33**	10.9	•	•	•	0.4	2.4	8.9	4.2	7.3	8.4	8.4	9.7	11.8
Return on Equity **34**	13.1	•	17.0	•	•	•	13.9	0.2	9.5	7.2	9.4	10.7	14.4
Return Before Interest on Equity **35**	23.6	•	2.4	•	1.6	14.2	24.8	10.8	20.1	17.2	16.6	18.0	25.3
Profit Margin, Before Income Tax **36**	7.6	2.7	•	•	•	•	3.0	1.0	3.4	4.0	5.1	7.1	9.2
Profit Margin, After Income Tax **37**	5.0	1.2	•	•	•	•	2.4	•	2.2	2.3	3.5	5.0	6.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.2	64.8	66.8	67.6	66.5	66.6	67.3	67.9	66.2	67.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	1.8	3.3
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	0.2	•	•	•	•	3.3	4.6
Average Net Receivables ($) **41**	1832	1489	1530	1893	1658	1738	2021	2200	2388	2682
Average Inventories ($) **42**	1281	1373	1341	1514	1330	1412	1498	1612	1752	1764
Average Net Worth ($) **43**	3238	3256	2891	3368	2928	3006	3671	4708	5424	5697
Current Ratio (x1) **44**	2.0	1.9	1.8	1.7	1.6	1.5	1.6	1.7	1.6	1.7
Quick Ratio (x1) **45**	1.2	1.0	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	1.9	1.6	2.7	3.6	2.3	2.3	2.3	3.0	4.4	6.1
Asset Turnover (x1) **47**	1.1	1.1	1.2	1.1	1.1	1.1	1.1	1.2	1.2	1.2
Total Liabilities/Net Worth (x1) **48**	1.1	1.1	1.3	1.3	1.4	1.6	1.3	1.2	1.2	1.2
Return on Assets (x1) **49**	4.0	3.4	6.2	9.5	6.6	7.3	6.1	6.3	9.3	10.9
Return on Equity (%) **50**	•	•	4.3	9.6	4.5	5.6	4.0	5.1	10.0	13.1

ELECTRONIC COMPONENTS AND ACCESSORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7677	421	2410	1185	482	852	1513	342	189	94	67	63	58
Revenues ($ in Thousands)														
Net Sales	2	164594111	813719	336133	831327	577394	1456240	7149763	4946901	5285820	5866346	6869418	11766603	118694446
Portfolio Income	3	3283055	37813	1	3	12045	4863	15400	12154	42207	52318	78899	321598	2705752
Other Revenues	4	3189621	13716	700	529	194	10399	42495	32184	36703	45710	91348	333220	2582427
Total Revenues	5	171066787	865248	336834	831859	589633	1471502	7207658	4991239	5364730	5964374	7039665	12421421	123982625
Average Total Revenues	6	22283	2055	140	702	1223	1727	4764	14594	28385	63451	105070	197165	2137631
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.0	72.6	51.1	53.1	50.8	52.6	61.9	69.1	66.3	69.7	68.1	61.9	67.9
Salaries and Wages	8	7.5	5.5	3.4	15.9	12.8	10.6	8.0	6.1	6.7	6.0	7.7	10.3	7.3
Taxes Paid	9	2.0	1.6	1.6	2.4	3.7	2.9	2.7	2.4	2.2	1.7	1.6	1.8	2.0
Interest Paid	10	1.4	1.4	4.4	0.5	0.4	0.8	0.9	1.1	1.0	1.2	0.8	0.9	1.5
Depreciation, Depletion, Amortization	11	3.7	2.1	1.7	1.2	2.0	1.6	2.0	2.0	2.4	2.4	3.1	3.7	4.0
Pensions and Other Benefits	12	2.2	0.8	•	1.1	1.9	3.2	1.7	1.5	1.4	2.0	1.8	2.0	2.4
Other	13	10.0	10.1	25.5	12.7	9.8	17.3	9.8	10.0	10.6	9.0	9.8	12.5	9.6
Officers Compensation	14	1.1	1.0	5.1	8.7	13.0	6.7	6.5	3.0	2.2	1.5	1.5	1.6	0.4
Operating Margin	15	5.2	5.0	7.2	4.5	5.5	4.5	6.6	5.0	7.2	6.7	5.7	5.3	4.9
Oper. Margin Before Officers Compensation	16	6.3	5.9	12.3	13.2	18.5	11.2	13.1	8.0	9.4	8.1	7.2	6.9	5.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3773	•	14	55	141	216	622	2107	4883	9348	18920	32945	376035
Inventories	18	2487	•	20	31	85	152	545	1949	4369	7988	12296	23899	231759
Net Property, Plant and Equipment	19	3736	•	5	26	60	147	442	1576	3276	8555	12009	35475	393338
Total Assets	20	17627	•	43	160	355	729	2106	7027	16537	37264	70583	164012	1844103

Notes and Loans Payable **21**	3524	•	26	83	20	240	502	1899	4002	7889	10941	20223	375197
All Other Liabilities **22**	5481	•	45	41	60	162	549	2191	4531	10476	22461	38606	593084
Net Worth **23**	8622	•	-29	35	276	326	1055	2937	8004	18899	37181	105183	875822

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.6	2.9	4.6	3.1	2.2	1.7	1.9	2.2	2.2	2.5	1.6
Quick Ratio **25**	1.1	•	0.3	2.1	3.1	2.0	1.3	1.0	1.0	1.3	1.4	1.5	1.0
Net Sales to Working Capital **26**	5.7	•	•	8.4	5.6	4.9	5.7	6.7	5.0	4.7	3.8	3.2	6.4
Coverage Ratio **27**	8.1	9.2	2.7	10.7	•	8.2	9.8	6.7	9.4	8.3	11.1	13.9	7.6
Total Asset Turnover **28**	1.2	•	3.2	4.4	3.4	2.4	2.3	2.1	1.7	1.7	1.5	1.1	1.1
Inventory Turnover **29**	•	•	7.1	•	•	•	•	•	8.5	•	•	9.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	3.5	0.3	1.2	1.0	1.4	1.1	1.0	0.9	0.6	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.1	•	•	77.9	22.4	55.2	49.9	58.2	51.6	49.3	47.3	35.9	52.5
Return on Assets **33**	13.2	•	38.2	22.0	27.2	14.7	18.6	14.4	16.4	15.8	13.1	13.3	12.7
Return on Equity **34**	16.7	•	•	•	30.6	25.9	29.5	23.9	24.9	20.8	17.3	14.3	15.7
Return Before Interest on Equity **35**	27.1	•	•	•	•	32.8	•	34.3	33.9	31.2	24.9	20.8	26.8
Profit Margin, Before Income Tax **36**	9.5	11.3	7.4	4.5	7.6	5.5	7.4	5.9	8.7	8.3	8.2	10.8	9.9
Profit Margin, After Income Tax **37**	6.7	8.6	7.3	4.3	7.1	5.0	6.6	4.9	7.1	6.3	6.3	8.1	6.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.8	64.0	65.9	66.6	65.0	64.8	65.5	66.8	65.7	67.0
Operating Margin (%) **39**	2.3	0.2	0.5	2.4	2.5	2.4	2.0	2.1	4.4	5.2
Oper. Margin Before Officers Comp. (%) **40**	3.4	1.5	1.8	3.7	4.0	3.9	3.5	3.5	5.6	6.3
Average Net Receivables ($) **41**	2829	2298	2627	2944	2202	2507	2670	2947	3599	3773
Average Inventories ($) **42**	1963	2126	2327	2337	1849	2151	2089	2223	2693	2487
Average Net Worth ($) **43**	4935	4916	5195	5730	4202	4915	5568	7145	8835	8622
Current Ratio (x1) **44**	2.2	1.9	1.8	1.7	1.7	1.6	1.8	1.9	1.7	1.8
Quick Ratio (x1) **45**	1.3	1.0	1.0	1.0	0.9	1.0	1.0	1.1	1.0	1.1
Coverage Ratio (x1) **46**	5.0	4.5	5.1	6.8	5.0	4.5	4.8	6.4	6.2	8.1
Asset Turnover (x1) **47**	1.2	1.2	1.2	1.2	1.2	1.1	1.2	1.3	1.2	1.2
Operating Leverage **48**	0.8	0.1	2.4	4.6	1.1	1.0	0.9	1.1	2.0	1.2
Financial Leverage **49**	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	0.8	0.1	2.8	5.1	1.0	0.9	0.9	1.2	2.0	1.2

OTHER ELECTRICAL EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7464	90	3104	911	587	791	1160	357	222	89	66	53	33
Revenues ($ in Thousands)														
Net Sales	2	132017036	1731235	280710	358710	578810	1408116	5617682	4359432	5481965	4131614	5446507	10184287	92437969
Portfolio Income	3	15986505	19221	5957	401	71842	5801	8937	41260	17982	40758	40977	154703	15578665
Other Revenues	4	3613151	18362	4719	3749	1126	5666	81268	19116	76920	78275	69677	93227	3161047
Total Revenues	5	151616692	1768818	291386	362860	651778	1419583	5707887	4419808	5576867	4250647	5557161	10432217	111177681
Average Total Revenues	6	20313	19654	94	398	1110	1795	4921	12380	25121	47760	84199	196834	3369021
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.6	65.6	17.5	48.4	72.5	64.9	64.8	66.1	66.8	65.5	63.6	62.0	54.9
Salaries and Wages	8	13.1	8.1	22.4	13.5	11.1	7.4	7.9	8.6	6.9	8.2	8.7	9.3	15.1
Taxes Paid	9	2.3	1.9	6.8	3.2	3.3	2.1	2.4	2.7	1.8	2.1	2.0	2.0	2.3
Interest Paid	10	10.1	1.3	0.2	1.1	9.4	1.1	1.0	1.2	0.9	1.2	1.7	1.5	13.8
Depreciation, Depletion, Amortization	11	8.8	4.0	2.1	3.8	3.5	1.9	2.1	2.0	2.3	2.6	3.3	3.5	11.4
Pensions and Other Benefits	12	2.9	1.7	0.8	1.3	0.9	1.5	1.7	1.5	2.2	2.1	2.0	2.8	3.2
Other	13	12.6	15.4	29.3	28.2	14.8	13.2	11.7	12.4	13.0	14.1	13.4	14.5	12.1
Officers Compensation	14	1.1	0.9	24.6	11.4	6.2	6.7	6.3	4.0	2.6	1.8	1.6	0.9	0.3
Operating Margin	15	•	1.1	•	•	•	1.3	2.1	1.5	3.6	2.7	3.8	3.5	•
Oper. Margin Before Officers Compensation	16	•	2.1	21.0	0.5	•	8.0	8.4	5.5	6.3	4.5	5.4	4.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10494	•	2	47	87	207	761	2066	4069	8745	16962	33992	2176873
Inventories	18	1913	•	1	36	67	212	715	1899	3856	7051	14844	29663	257422
Net Property, Plant and Equipment	19	5757	•	4	22	116	107	436	1057	2906	6103	14375	34011	1150405
Total Assets	20	45119	•	10	173	398	726	2275	6975	14695	33935	69206	155272	9441342

Notes and Loans Payable **21**	21770	•	13	126	166	250	627	1771	3834	6287	19475	37785	4726718
All Other Liabilities **22**	14115	•	3	130	116	260	748	2030	4233	8460	16105	39733	2984847
Net Worth **23**	9234	•	-6	-83	117	217	901	3174	6629	19188	33626	77754	1729777

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.4	1.6	1.4	1.6	1.8	2.0	1.9	2.3	2.2	2.1	0.8
Quick Ratio **25**	0.5	•	1.1	1.1	1.0	0.9	1.0	1.2	1.0	1.3	1.2	1.2	0.5
Net Sales to Working Capital **26**	•	•	•	9.4	13.0	8.1	6.2	4.9	5.3	3.7	3.6	4.3	•
Coverage Ratio **27**	1.7	3.6	2.1	•	0.0	3.0	4.7	3.4	6.9	6.0	4.3	4.9	1.6
Total Asset Turnover **28**	0.4	•	9.2	2.3	2.5	2.5	2.1	1.8	1.7	1.4	1.2	1.2	0.3
Inventory Turnover **29**	•	•	•	•	•	•	8.8	8.5	8.6	8.6	7.1	8.0	•
Receivables Turnover **30**	3.4	•	•	•	•	•	•	•	•	•	9.7	•	2.6
Total Liabilities to Net Worth **31**	3.9	•	•	•	2.4	2.4	1.5	1.2	1.2	0.8	1.1	1.0	4.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	79.5	•	•	•	70.7	70.2	60.4	54.5	54.9	43.5	51.4	49.9	81.7
Return on Assets **33**	6.6	•	4.5	•	0.8	7.7	10.1	7.1	10.5	9.3	8.9	9.3	6.4
Return on Equity **34**	8.8	•	0.5	•	•	15.2	14.6	8.0	16.1	9.3	10.4	9.5	8.6
Return Before Interest on Equity **35**	32.2	•	•	•	2.8	25.7	25.5	15.6	23.2	16.4	18.3	18.6	34.8
Profit Margin, Before Income Tax **36**	6.8	3.4	0.3	•	•	2.1	3.7	2.9	5.3	5.7	5.7	6.0	7.7
Profit Margin, After Income Tax **37**	4.6	0.9	•	•	•	1.9	2.7	2.1	4.3	3.9	4.3	3.9	5.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	61.4	63.3	63.7	60.5	61.4	60.9	62.6	63.4	58.2	57.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	3446	4590	5934	5489	4977	5203	6164	11157	12250	10494
Average Inventories ($) **42**	1449	1823	2281	1975	2045	2081	1730	1722	1439	1913
Average Net Worth ($) **43**	4016	4892	7959	5648	6009	5451	4564	5024	7297	9234
Current Ratio (×1) **44**	1.4	1.7	1.5	1.5	1.1	1.4	1.3	1.5	1.5	0.9
Quick Ratio (×1) **45**	1.0	1.0	0.8	0.9	0.5	0.6	0.7	1.1	1.2	0.5
Coverage Ratio (×1) **46**	1.6	1.8	1.7	1.8	1.7	1.6	1.3	1.4	1.7	1.7
Asset Turnover (×1) **47**	0.8	0.6	0.6	0.6	0.6	0.5	0.5	0.4	0.4	0.4
Total Liabilities/Net Worth (×1) **48**	2.0	2.8	2.2	2.8	3.2	4.3	5.1	5.4	4.2	3.9
Return on Assets (×1) **49**	7.0	6.1	5.2	8.9	9.2	8.7	6.8	6.0	5.9	6.6
Return on Equity (%) **50**	4.1	5.5	3.8	9.9	9.8	10.1	5.5	5.9	6.6	8.8

OTHER ELECTRICAL EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4748	25	1690	515	366	575	940	285	161	71	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	118954154	1427869	216206	333236	293371	1106205	4910147	3793053	4272100	3424958	•	•	•
Portfolio Income	3	15804355	18817	735	•	617	5211	5367	40130	16047	29052	•	•	•
Other Revenues	4	3289786	17462	4719	1807	132	4337	53896	18293	63615	35969	•	•	•
Total Revenues	5	138048295	1464148	221660	335043	294120	1115753	4969410	3851476	4351762	3489979	•	•	•
Average Total Revenues	6	29075	58566	131	651	804	1940	5287	13514	27030	49155	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.0	64.3	17.6	43.0	58.1	61.8	65.1	67.3	63.5	64.4	•	•	•
Salaries and Wages	8	12.8	7.2	21.2	10.9	8.2	7.2	6.1	7.4	7.1	7.0	•	•	•
Taxes Paid	9	2.3	1.9	6.9	3.1	4.0	2.1	2.4	2.5	1.9	2.0	•	•	•
Interest Paid	10	10.9	1.3	0.3	0.4	1.1	0.7	0.8	1.0	0.7	0.8	•	•	•
Depreciation, Depletion, Amortization	11	9.4	4.5	1.5	1.6	2.3	1.8	1.7	1.6	2.0	2.7	•	•	•
Pensions and Other Benefits	12	2.8	0.6	1.1	0.9	0.9	1.6	1.6	1.6	2.4	2.0	•	•	•
Other	13	11.8	12.8	30.4	19.8	14.1	11.3	10.2	10.0	12.3	11.1	•	•	•
Officers Compensation	14	1.1	0.7	19.5	10.7	8.3	7.8	6.3	4.0	2.8	1.8	•	•	•
Operating Margin	15	•	6.8	1.7	9.7	2.9	5.8	5.8	4.7	7.4	8.4	•	•	•
Oper. Margin Before Officers Compensation	16	•	7.5	21.1	20.4	11.2	13.6	12.0	8.7	10.2	10.1	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	15972	•	3	78	99	230	770	2054	4316	8760	•	•	•
Inventories	18	2639	•	2	35	73	163	740	2074	3988	7125	•	•	•
Net Property, Plant and Equipment	19	8631	•	3	17	146	95	412	1100	2665	6623	•	•	•
Total Assets	20	68558	•	12	195	392	722	2261	7052	15265	33692	•	•	•

Notes and Loans Payable **21**	33362	•	1	49	172	169	527	1627	2832	5114	•	•	•
All Other Liabilities **22**	21262	•	6	62	77	191	697	1911	4027	7479	•	•	•
Net Worth **23**	13933	•	5	85	144	363	1037	3513	8406	21099	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.0	2.3	2.2	2.7	2.0	2.0	2.3	2.5	•	•	•
Quick Ratio **25**	0.5	•	0.7	1.7	1.5	1.7	1.1	1.1	1.2	1.5	•	•	•
Net Sales to Working Capital **26**	•	•	•	7.7	6.4	5.3	6.0	5.2	4.5	3.6	•	•	•
Coverage Ratio **27**	1.8	8.6	•	•	3.8	10.7	9.4	7.3	14.1	13.5	•	•	•
Total Asset Turnover **28**	0.4	•	10.9	3.3	2.1	2.7	2.3	1.9	1.7	1.4	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	9.2	8.6	8.5	8.7	•	•	•
Receivables Turnover **30**	3.1	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.9	•	1.4	1.3	1.7	1.0	1.2	1.0	0.8	0.6	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	79.7	•	58.9	56.7	63.3	49.8	54.2	50.2	44.9	37.4	•	•	•
Return on Assets **33**	7.1	•	•	35.2	8.8	19.6	18.1	13.6	17.3	15.9	•	•	•
Return on Equity **34**	10.8	•	•	•	15.4	33.8	29.4	20.2	25.1	18.5	•	•	•
Return Before Interest on Equity **35**	34.7	•	•	•	23.9	•	•	27.4	31.4	25.4	•	•	•
Profit Margin, Before Income Tax **36**	8.4	9.5	4.2	10.2	3.2	6.7	7.0	6.2	9.2	10.3	•	•	•
Profit Margin, After Income Tax **37**	6.0	6.4	3.8	9.1	2.8	6.4	5.8	5.3	8.0	8.1	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	60.4	62.5	61.2	59.2	59.3	58.0	61.7	63.3	57.5	57.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	6007	6333	12359	9232	8892	11699	8630	18926	21860	15972
Average Inventories ($) **42**	2327	2232	4236	3040	3225	4169	2215	2375	1997	2639
Average Net Worth ($) **43**	6949	6523	16393	9597	10523	11941	6543	8264	12755	13933
Current Ratio (x1) **44**	1.4	1.7	1.5	1.5	1.1	1.4	1.4	1.6	1.6	0.9
Quick Ratio (x1) **45**	1.0	1.0	0.8	0.9	0.5	0.6	0.8	1.2	1.3	0.5
Coverage Ratio (x1) **46**	1.9	2.0	1.9	2.0	1.8	1.7	1.6	1.7	2.1	1.8
Asset Turnover (x1) **47**	0.8	0.6	0.5	0.6	0.5	0.5	0.4	0.4	0.3	0.4
Operating Leverage **48**	1.0	1.3	0.8	1.5	1.1	1.4	1.7	1.6	0.4	1.1
Financial Leverage **49**	0.8	1.1	0.9	1.2	0.9	0.9	0.9	1.1	1.3	0.9
Total Leverage **50**	0.8	1.5	0.7	1.8	1.0	1.3	1.4	1.8	0.5	0.9

MOTOR VEHICLES AND EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3161	241	1122	184	189	351	589	164	77	89	59	42	52
Revenues ($ in Thousands)														
Net Sales	2	391204540	834257	123244	161272	150103	628355	3453302	2689767	2356169	4995924	7398131	11422432	356991582
Portfolio Income	3	19201280	6299	•	•	4352	209	14393	12415	6492	20530	28792	122125	18985673
Other Revenues	4	16128176	44040	•	711	671	7571	37879	13910	12076	40712	47993	286	15922331
Total Revenues	5	426533996	884596	123244	161983	155126	636135	3505574	2716092	2374737	5057166	7474916	11544843	391899586
Average Total Revenues	6	134936	3671	110	880	821	1812	5952	16562	30841	56822	126693	274877	7536530
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.8	83.4	70.1	64.2	65.3	79.8	76.9	72.6	73.6	80.3	81.4	80.6	76.6
Salaries and Wages	8	4.0	4.7	•	8.4	6.2	4.4	5.5	5.1	3.6	3.7	2.9	3.2	4.0
Taxes Paid	9	1.7	1.4	2.1	3.1	2.9	4.0	2.0	2.0	2.0	1.6	1.4	1.6	1.7
Interest Paid	10	3.5	2.5	0.5	0.5	3.3	0.8	1.0	1.1	1.2	1.4	1.1	1.4	3.7
Depreciation, Depletion, Amortization	11	6.3	2.8	2.0	0.4	3.2	1.2	1.5	2.7	3.2	3.3	3.7	2.7	6.7
Pensions and Other Benefits	12	4.8	1.2	•	•	0.9	2.2	1.3	1.2	1.3	1.4	1.4	2.3	5.1
Other	13	8.8	10.3	22.1	12.4	17.7	10.7	7.4	6.9	7.2	5.3	4.0	4.6	9.1
Officers Compensation	14	0.2	0.4	3.4	7.2	4.1	4.2	3.2	4.4	1.7	0.8	0.5	0.5	0.1
Operating Margin	15	•	•	•	3.9	•	•	1.4	4.2	6.2	2.2	3.7	3.2	•
Oper. Margin Before Officers Compensation	16	•	•	3.2	11.1	0.6	•	4.6	8.6	7.9	3.0	4.3	3.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	43907	•	0	16	77	241	428	1838	3535	8086	15698	38880	2588112
Inventories	18	6894	•	27	25	94	185	692	1963	4078	8462	12688	27932	345291
Net Property, Plant and Equipment	19	30982	•	5	6	130	110	539	2283	4901	9731	25605	48942	1776166
Total Assets	20	143577	•	36	143	381	763	2120	6995	15109	33229	69365	160000	8386756

Notes and Loans Payable **21**	54180	•	29	189	181	189	861	1895	5024	11935	18894	42804	3190682
All Other Liabilities **22**	61609	•	7	63	67	281	671	1955	4653	9515	22088	55332	3635932
Net Worth **23**	27788	•	•	-109	133	294	588	3145	5433	11778	28383	61864	1560143

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	7.8	2.0	3.6	1.6	1.7	1.8	1.4	1.6	1.3	1.7	1.2
Quick Ratio **25**	1.0	•	0.5	1.2	2.2	1.0	0.8	0.9	0.7	0.9	0.8	0.9	1.0
Net Sales to Working Capital **26**	10.3	•	4.3	14.6	4.4	9.0	9.7	8.1	12.3	7.6	15.5	7.7	10.4
Coverage Ratio **27**	2.1	0.8	0.5	10.7	1.0	•	3.9	5.9	7.0	3.4	5.4	4.2	2.1
Total Asset Turnover **28**	0.9	•	3.1	6.2	2.1	2.4	2.8	2.4	2.0	1.7	1.8	1.7	0.8
Inventory Turnover **29**	•	•	5.7	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	5.6	•	•	•	•	•	•	•	•	•	•	•	5.3
Total Liabilities to Net Worth **31**	4.2	•	•	•	1.9	1.6	2.6	1.2	1.8	1.8	1.5	1.6	4.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.7	•	•	•	65.1	61.5	72.3	55.0	64.1	64.6	59.1	61.3	81.4
Return on Assets **33**	6.4	•	0.6	29.4	6.5	•	10.6	14.7	16.6	8.1	10.5	9.7	6.3
Return on Equity **34**	12.0	•	•	•	•	•	23.1	24.6	33.7	11.4	14.2	13.9	11.7
Return Before Interest on Equity **35**	33.2	•	•	•	18.5	•	•	32.6	•	22.8	25.7	25.0	33.7
Profit Margin, Before Income Tax **36**	4.0	•	•	4.3	•	•	2.9	5.2	7.0	3.4	4.7	4.3	3.9
Profit Margin, After Income Tax **37**	2.7	•	•	4.3	•	•	2.3	4.7	6.0	2.4	3.2	3.2	2.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.2	72.4	80.0	71.0	78.8	80.3	81.5	77.4	76.2	76.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	41131	64091	80883	75523	63188	73473	59847	51952	47283	43907
Average Inventories ($) **42**	5126	6358	7304	7080	5730	8187	7422	6289	6837	6894
Average Net Worth ($) **43**	22312	30778	34533	34733	29823	38554	31667	23742	25948	27788
Current Ratio (x1) **44**	1.3	1.4	1.5	1.5	1.4	1.3	1.3	1.4	1.2	1.2
Quick Ratio (x1) **45**	1.1	1.2	1.3	1.3	1.2	1.1	1.0	1.1	0.9	1.0
Coverage Ratio (x1) **46**	1.7	1.4	1.3	2.0	1.5	1.2	0.7	1.0	2.1	2.1
Asset Turnover (x1) **47**	0.8	0.7	0.9	0.7	0.6	0.6	0.6	0.7	0.8	0.9
Total Liabilities/Net Worth (x1) **48**	2.9	3.2	3.4	3.4	3.5	3.5	3.9	5.1	4.9	4.2
Return on Assets (x1) **49**	7.5	6.0	5.7	6.6	7.7	6.3	3.6	4.0	7.0	6.4
Return on Equity (%) **50**	6.5	3.5	3.0	9.0	6.6	1.0	•	•	14.8	12.0

MOTOR VEHICLES AND EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1701	55	489	92	63	160	466	125	61	63	47	35	45
Revenues ($ in Thousands)														
Net Sales	2	380317151	270922	86072	121406	49892	495533	2988551	2341565	2061727	3978872	5964040	9901506	352057065
Portfolio Income	3	19113579	2560	•	•	•	101	12827	11742	5746	12439	25113	102178	18940874
Other Revenues	4	15962933	18395	•	•	•	7136	32063	11451	10847	35483	33418	43349	15770790
Total Revenues	5	415393663	291877	86072	121406	49892	502770	3033441	2364758	2078320	4026794	6022571	10047033	386768729
Average Total Revenues	6	244206	5307	176	1320	792	3142	6510	18918	34071	63917	128140	287058	8594861
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.6	82.1	63.0	67.7	49.4	74.6	76.3	72.2	72.2	78.2	79.5	79.3	76.6
Salaries and Wages	8	4.0	3.4	•	•	3.9	3.1	4.8	5.0	3.8	3.8	2.8	3.2	4.0
Taxes Paid	9	1.7	2.6	3.0	2.2	3.4	4.4	2.1	2.0	1.9	1.5	1.6	1.5	1.7
Interest Paid	10	3.5	0.1	0.6	•	1.8	0.7	0.9	0.8	1.0	1.3	1.0	1.3	3.7
Depreciation, Depletion, Amortization	11	6.4	1.1	2.8	0.3	1.8	0.8	1.4	2.1	2.3	3.3	3.8	2.6	6.7
Pensions and Other Benefits	12	4.9	1.2	•	•	•	2.7	1.3	0.9	1.3	1.2	1.4	2.3	5.1
Other	13	8.8	3.5	19.9	8.3	22.4	6.9	6.2	6.6	7.6	5.0	3.8	4.9	9.1
Officers Compensation	14	0.2	0.3	4.9	6.2	8.4	4.1	3.4	4.3	1.8	0.9	0.6	0.6	0.1
Operating Margin	15	•	5.8	5.8	15.3	8.9	2.9	3.6	6.2	8.2	4.9	5.7	4.4	•
Oper. Margin Before Officers Compensation	16	•	6.1	10.7	21.5	17.3	6.9	7.0	10.5	9.9	5.8	6.3	5.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	80686	•	1	9	95	369	423	1986	3961	9271	16803	39862	2971666
Inventories	18	11846	•	19	10	148	203	683	2006	4407	8197	11776	27464	382864
Net Property, Plant and Equipment	19	55957	•	12	7	55	110	478	2060	4446	9902	26762	47664	2018955
Total Assets	20	261596	•	38	169	370	793	2067	6926	15630	33701	70370	162345	9575459

Notes and Loans Payable **21**	97932	•	32	•	181	198	843	1381	4289	10721	15334	37406	3622035
All Other Liabilities **22**	112763	•	3	8	33	256	557	1829	4617	9599	22449	51841	4167112
Net Worth **23**	50901	•	3	161	157	339	667	3715	6724	13381	32587	73098	1786312

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	6.3	17.2	9.5	2.0	1.9	1.9	1.5	1.7	1.5	1.9	1.2
Quick Ratio **25**	1.0	•	1.2	15.9	5.0	1.4	1.0	0.9	0.8	1.0	0.9	1.0	1.0
Net Sales to Working Capital **26**	10.1	•	9.0	10.1	2.9	9.0	9.2	8.5	10.9	7.4	10.8	6.8	10.3
Coverage Ratio **27**	2.2	•	10.1	•	6.1	7.5	6.8	10.3	10.1	5.8	7.7	5.7	2.1
Total Asset Turnover **28**	0.9	•	4.7	7.8	2.1	3.9	3.1	2.7	2.2	1.9	1.8	1.8	0.8
Inventory Turnover **29**	•	•	•	•	5.3	•	•	•	•	•	•	•	•
Receivables Turnover **30**	5.6	•	•	•	•	•	•	•	•	•	•	•	5.3
Total Liabilities to Net Worth **31**	4.1	•	11.4	0.1	1.4	1.3	2.1	0.9	1.3	1.5	1.2	1.2	4.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.6	•	92.0	4.8	57.6	57.2	67.7	46.4	57.0	60.3	53.7	55.0	81.4
Return on Assets **33**	6.6	•	29.9	•	22.8	19.5	18.3	21.7	21.5	13.9	13.7	12.7	6.4
Return on Equity **34**	12.9	•	•	•	36.9	36.4	•	33.7	39.1	23.1	18.5	18.0	12.1
Return Before Interest on Equity **35**	34.1	•	•	•	•	•	•	•	•	35.0	29.6	28.1	34.1
Profit Margin, Before Income Tax **36**	4.2	13.5	5.8	15.3	8.9	4.3	5.0	7.2	9.0	6.1	6.6	6.0	4.1
Profit Margin, After Income Tax **37**	3.0	10.9	5.7	15.3	7.3	4.0	4.4	6.7	7.8	4.9	4.7	4.7	2.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.9	71.2	74.8	70.0	78.1	79.2	76.8	75.9	75.3	76.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	78231	121794	91025	140500	198250	117863	2849	63195	78737	80686
Average Inventories ($) **42**	8856	10238	10687	11559	14994	12247	1761	8343	10291	11846
Average Net Worth ($) **43**	42703	57322	48718	63252	91426	62114	3980	43104	43325	50901
Current Ratio (×1) **44**	1.3	1.4	1.4	1.5	1.4	1.2	1.5	1.4	1.2	1.2
Quick Ratio (×1) **45**	1.1	1.2	1.2	1.3	1.2	1.0	0.9	1.2	0.9	1.0
Coverage Ratio (×1) **46**	1.8	1.4	1.8	2.1	1.5	1.4	2.2	1.6	2.3	2.2
Asset Turnover (×1) **47**	0.8	0.7	0.6	0.7	0.6	0.6	1.3	0.6	0.7	0.9
Operating Leverage **48**	•	2.0	1.2	0.8	2.3	0.9	0.2	4.5	1.1	0.7
Financial Leverage **49**	0.8	0.7	1.7	1.2	0.7	0.7	2.7	0.6	1.6	1.0
Total Leverage **50**	•	1.4	2.0	1.0	1.6	0.6	0.4	2.7	1.7	0.6

AIRCRAFT, GUIDED MISSILES, AND PARTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1160	5	181	384	100	124	151	96	63	12	5	11	27
Revenues ($ in Thousands)														
Net Sales	2	122623471	863264	578	134796	118776	54202	603483	1144737	1775913	433526	265992	1688913	115539291
Portfolio Income	3	4418101	18159	237	•	•	•	924	4016	7511	5301	1814	156214	4223926
Other Revenues	4	2832290	12510	•	•	67	•	2018	27601	18555	5547	1894	19719	2744377
Total Revenues	5	129873862	893933	815	134796	118843	54202	606425	1176354	1801979	444374	269700	1864846	122507594
Average Total Revenues	6	111960	178787	5	351	1188	437	4016	12254	28603	37031	53940	169531	4537318
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.2	82.9	5.5	46.8	66.1	59.0	70.7	76.6	78.4	75.6	64.4	76.2	75.1
Salaries and Wages	8	5.9	2.7	•	16.9	6.7	36.3	8.2	6.1	4.6	3.5	5.3	4.1	5.9
Taxes Paid	9	1.9	0.4	0.9	5.6	2.4	5.9	3.1	2.8	1.7	2.1	1.1	3.3	1.9
Interest Paid	10	2.9	2.3	•	0.2	0.9	14.1	0.9	1.0	2.2	5.1	6.3	5.0	2.9
Depreciation, Depletion, Amortization	11	2.8	3.6	26.0	8.6	1.7	9.7	1.7	1.5	2.2	3.8	14.2	4.4	2.7
Pensions and Other Benefits	12	3.3	0.2	•	4.6	1.6	2.3	2.0	2.8	1.8	2.1	1.4	4.4	3.3
Other	13	10.9	8.8	•	22.7	13.5	31.7	7.8	5.4	8.3	12.7	17.2	6.1	11.1
Officers Compensation	14	0.4	3.1	•	•	6.3	7.5	4.3	2.7	1.9	1.4	2.0	1.3	0.3
Operating Margin	15	•	•	•	•	0.8	•	1.3	1.3	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	7.1	•	5.6	4.0	0.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	21412	•	•	65	71	178	506	2025	2851	3592	9480	23563	888269
Inventories	18	20772	•	•	•	185	249	389	1867	5294	8687	9638	38822	847981
Net Property, Plant and Equipment	19	26098	•	•	42	64	85	421	1183	3135	9956	32688	33992	1081839
Total Assets	20	107589	•	69	177	344	553	1930	6212	16263	33611	79807	153806	4452338

Notes and Loans Payable **21**	26040	•	•	27	137	920	380	1663	6825	15512	37965	72955	1046045
All Other Liabilities **22**	50417	•	•	28	470	628	700	1547	5263	23982	33488	51190	2101618
Net Worth **23**	31132	•	69	122	-263	-995	850	3003	4175	-5883	8354	29661	1304675

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	•	2.4	1.6	0.8	2.2	2.0	1.7	1.2	0.9	1.9	1.3
Quick Ratio **25**	0.6	•	•	2.3	0.4	0.4	1.5	1.0	0.6	0.4	0.5	0.8	0.6
Net Sales to Working Capital **26**	8.5	•	0.1	4.5	12.3	•	5.8	5.2	6.2	15.3	•	4.2	8.6
Coverage Ratio **27**	2.3	0.9	•	•	2.0	•	3.1	5.1	1.3	0.3	•	2.2	2.4
Total Asset Turnover **28**	1.0	•	0.1	2.0	3.5	0.8	2.1	1.9	1.7	1.1	0.7	1.0	1.0
Inventory Turnover **29**	7.7	•	•	•	8.5	2.1	•	9.8	8.4	6.3	7.1	6.0	7.6
Receivables Turnover **30**	9.9	•	•	•	•	4.9	•	•	•	•	•	•	9.6
Total Liabilities to Net Worth **31**	2.5	•	•	0.5	•	•	1.3	1.1	2.9	•	8.6	4.2	2.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.1	•	•	31.1	•	•	56.0	51.7	74.3	•	89.5	80.7	70.7
Return on Assets **33**	6.5	•	•	•	6.1	•	5.3	9.6	4.7	1.5	•	10.7	6.5
Return on Equity **34**	7.7	•	•	•	•	29.2	6.2	13.5	1.4	27.7	•	24.3	7.8
Return Before Interest on Equity **35**	22.5	•	•	•	•	23.0	12.1	19.9	18.3	•	•	•	22.3
Profit Margin, Before Income Tax **36**	3.8	•	•	•	0.9	•	1.7	4.0	0.5	•	•	5.7	3.9
Profit Margin, After Income Tax **37**	2.3	•	•	•	0.6	•	1.3	3.4	0.2	•	•	4.7	2.4

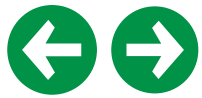
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.0	72.8	74.9	72.0	75.5	75.6	77.5	77.8	75.5	75.2
Operating Margin (%) **39**	•	•	•	0.4	•	•	0.2	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	0.8	•	•	0.4	•	•	•
Average Net Receivables ($) **41**	21662	12263	13726	16784	23188	18188	15929	30942	25134	21412
Average Inventories ($) **42**	21988	14119	18997	20207	31658	23945	24678	40386	26245	20772
Average Net Worth ($) **43**	37168	19788	23549	27343	33886	26460	30814	47509	38645	31132
Current Ratio (×1) **44**	1.3	1.4	1.3	1.3	1.3	1.3	1.3	1.4	1.3	1.3
Quick Ratio (×1) **45**	0.6	0.5	0.6	0.6	0.6	0.5	0.5	0.7	0.7	0.6
Coverage Ratio (×1) **46**	2.6	2.3	3.4	4.7	2.8	3.5	4.4	2.5	2.8	2.3
Asset Turnover (×1) **47**	1.0	1.0	1.1	1.1	1.1	1.2	1.3	1.2	1.1	1.0
Total Liabilities/Net Worth (×1) **48**	1.9	2.2	2.2	2.2	2.2	2.3	2.1	2.6	2.4	2.5
Return on Assets (×1) **49**	6.6	6.1	9.6	12.3	8.6	9.8	10.8	6.6	7.1	6.5
Return on Equity (%) **50**	7.9	8.5	13.7	21.0	11.4	16.0	17.1	10.1	10.0	7.7

AIRCRAFT, GUIDED MISSILES, AND PARTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	273	•	•	•	•	•	75	73	35	6	•	6	15
Revenues ($ in Thousands)														
Net Sales	2	90725753	•	•	•	•	•	396717	919861	1205237	281195	•	1119528	86125128
Portfolio Income	3	3782025	•	•	•	•	•	422	1209	5216	1537	•	148455	3623341
Other Revenues	4	2143822	•	•	•	•	•	425	25877	11038	2574	•	14975	2088360
Total Revenues	5	96651600	•	•	•	•	•	397564	946947	1221491	285306	•	1282958	91836829
Average Total Revenues	6	354035	•	•	•	•	•	5301	12972	34900	47551	•	213826	6122455
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.7	•	•	•	•	•	63.9	75.5	79.7	64.2	•	75.2	73.5
Salaries and Wages	8	7.2	•	•	•	•	•	6.4	5.3	3.7	4.4	•	3.8	7.4
Taxes Paid	9	2.3	•	•	•	•	•	1.9	2.7	1.8	2.0	•	3.7	2.3
Interest Paid	10	2.8	•	•	•	•	•	0.5	0.7	1.6	1.5	•	3.5	2.9
Depreciation, Depletion, Amortization	11	3.2	•	•	•	•	•	0.8	1.3	1.6	3.1	•	3.0	3.3
Pensions and Other Benefits	12	4.1	•	•	•	•	•	1.1	3.0	1.8	3.2	•	5.3	4.2
Other	13	7.9	•	•	•	•	•	8.3	4.7	6.1	14.4	•	7.2	8.0
Officers Compensation	14	0.4	•	•	•	•	•	5.3	2.9	1.7	2.1	•	1.0	0.3
Operating Margin	15	•	•	•	•	•	•	12.0	3.9	2.1	5.1	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	17.2	6.8	3.8	7.1	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	77048	•	•	•	•	•	645	2028	2613	5212	•	28681	1369446
Inventories	18	59437	•	•	•	•	•	151	1681	5697	11256	•	46462	1035523
Net Property, Plant and Equipment	19	57510	•	•	•	•	•	379	1258	3275	13530	•	34878	1011421
Total Assets	20	315867	•	•	•	•	•	1765	6350	15791	43555	•	161506	5588916



Notes and Loans Payable **21**	81490	•	•	•	•	•	319	1528	6741	11226	•	51139	1433118
All Other Liabilities **22**	144164	•	•	•	•	•	378	1619	4556	30903	•	55689	2568496
Net Worth **23**	90212	•	•	•	•	•	1068	3203	4495	1426	•	54678	1587303

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	•	•	3.0	2.0	1.6	2.0	•	2.1	1.5
Quick Ratio **25**	0.9	•	•	•	•	•	2.6	1.1	0.5	0.9	•	0.9	0.9
Net Sales to Working Capital **26**	6.1	•	•	•	•	•	6.3	5.5	8.7	4.2	•	3.9	6.1
Coverage Ratio **27**	3.2	•	•	•	•	•	•	10.8	3.1	5.4	•	4.5	3.1
Total Asset Turnover **28**	1.1	•	•	•	•	•	3.0	2.0	2.2	1.1	•	1.2	1.0
Inventory Turnover **29**	8.2	•	•	•	•	•	•	•	9.6	5.4	•	6.0	8.2
Receivables Turnover **30**	8.6	•	•	•	•	•	•	•	•	•	•	•	8.4
Total Liabilities to Net Worth **31**	2.5	•	•	•	•	•	0.7	1.0	2.5	29.6	•	2.0	2.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.4	•	•	•	•	•	39.5	49.6	71.5	96.7	•	66.2	71.6
Return on Assets **33**	9.5	•	•	•	•	•	37.7	15.0	11.0	8.6	•	18.0	9.2
Return on Equity **34**	15.8	•	•	•	•	•	•	23.9	22.7	•	•	35.9	15.0
Return Before Interest on Equity **35**	33.2	•	•	•	•	•	•	29.8	•	•	•	•	32.5
Profit Margin, Before Income Tax **36**	6.2	•	•	•	•	•	12.1	6.9	3.4	6.5	•	12.1	6.1
Profit Margin, After Income Tax **37**	4.3	•	•	•	•	•	11.5	6.1	3.0	5.3	•	10.5	4.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.7	72.6	74.7	71.9	75.1	75.7	77.4	78.3	75.5	73.7
Operating Margin (%) **39**	•	•	•	0.9	•	•	1.0	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	1.3	•	•	1.2	•	•	•
Average Net Receivables ($) **41**	28112	16288	17854	50225	84172	49633	22191	40686	46321	77048
Average Inventories ($) **42**	28424	18557	25075	60169	117095	64106	34007	41083	47091	59437
Average Net Worth ($) **43**	48979	28224	31007	84030	127105	73252	42080	63186	72452	90212
Current Ratio (x1) **44**	1.3	1.4	1.3	1.3	1.4	1.3	1.3	1.4	1.4	1.6
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.6	0.6	0.5	0.5	0.8	0.7	0.9
Coverage Ratio (x1) **46**	3.0	3.3	3.9	5.2	3.3	4.1	5.8	3.7	4.1	3.2
Asset Turnover (x1) **47**	1.0	1.0	1.1	1.1	1.1	1.2	1.4	1.2	1.1	1.1
Operating Leverage **48**	•	0.4	0.1	•	•	0.4	•	•	0.1	5.3
Financial Leverage **49**	0.7	1.2	0.9	1.1	0.9	1.2	1.1	1.0	1.0	0.9
Total Leverage **50**	•	0.5	0.1	•	•	0.5	•	•	0.1	4.8

SHIP AND BOAT BUILDING AND REPAIRING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2572	15	1601	137	67	209	367	100	53	9	6	3	5
Revenues ($ in Thousands)														
Net Sales	2	13238165	22699	235933	193721	33929	442992	904284	1267322	1371052	297913	616598	365286	7486435
Portfolio Income	3	152088	318	32	206	12	6253	757	10073	15522	8562	2476	9919	97960
Other Revenues	4	188716	43	54	6571	1	912	14012	23285	17297	5680	2829	1089	116943
Total Revenues	5	13578969	23060	236019	200498	33942	450157	919053	1300680	1403871	312155	621903	376294	7701338
Average Total Revenues	6	5280	1537	147	1463	507	2154	2504	13007	26488	34684	103650	125431	1540268
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.8	•	34.6	75.3	68.8	74.9	68.0	72.3	74.5	80.2	77.1	70.1	84.1
Salaries and Wages	8	3.3	14.3	14.2	0.6	7.8	11.1	6.9	5.1	4.9	3.5	3.0	5.1	1.5
Taxes Paid	9	2.2	2.1	4.3	0.5	1.9	3.9	3.1	2.9	3.3	0.9	2.2	3.0	1.6
Interest Paid	10	1.4	1.2	0.2	0.3	1.2	1.4	2.0	1.8	1.7	2.6	1.9	1.5	1.3
Depreciation, Depletion, Amortization	11	2.0	3.1	2.5	0.3	4.1	2.4	3.3	2.6	2.9	3.2	2.5	2.4	1.5
Pensions and Other Benefits	12	2.4	0.4	1.3	4.4	0.7	0.3	2.0	1.3	3.2	1.3	2.6	6.1	2.4
Other	13	8.2	18.3	24.1	11.5	13.3	14.2	12.5	12.1	9.2	6.0	11.2	8.0	5.6
Officers Compensation	14	1.9	•	17.1	0.6	•	1.0	2.9	4.6	1.5	1.3	1.4	0.9	1.1
Operating Margin	15	•	•	1.7	6.6	2.3	•	•	•	•	1.1	•	3.0	1.0
Oper. Margin Before Officers Compensation	16	1.8	•	18.8	7.1	2.3	•	2.4	2.0	0.3	2.4	•	3.8	2.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	895	•	5	30	71	44	235	1362	3143	3028	12301	10409	350833
Inventories	18	498	•	3	28	126	306	529	1089	1789	6482	4869	1325	142019
Net Property, Plant and Equipment	19	831	•	5	•	93	218	548	2503	5710	13126	27443	41772	182952
Total Assets	20	4224	•	22	229	306	820	2064	6833	14648	29099	64526	123097	1474150

Notes and Loans Payable **21**	852	•	6	22	110	996	907	3228	5853	14435	17488	19291	141098
All Other Liabilities **22**	1945	•	8	34	162	906	486	1848	3736	9336	24785	39365	774381
Net Worth **23**	1427	•	8	172	34	-1082	670	1758	5058	5327	22252	64441	558672

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.7	4.0	2.6	0.4	1.5	1.1	1.4	1.1	1.1	1.8	1.4
Quick Ratio **25**	0.9	•	1.3	3.4	1.1	0.2	0.6	0.6	0.9	0.4	0.6	1.1	1.0
Net Sales to Working Capital **26**	8.4	•	26.2	8.5	3.8	•	6.4	•	12.2	33.1	36.1	4.1	5.8
Coverage Ratio **27**	2.7	•	10.0	•	2.9	•	1.6	1.0	1.7	3.3	0.5	4.9	4.0
Total Asset Turnover **28**	1.2	•	6.7	6.2	1.7	2.6	1.2	1.9	1.8	1.1	1.6	1.0	1.0
Inventory Turnover **29**	•	•	•	•	5.5	•	6.3	•	•	8.2	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.5
Total Liabilities to Net Worth **31**	2.0	•	1.7	0.3	8.0	•	2.1	2.9	1.9	4.5	1.9	0.9	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.2	•	63.1	24.7	88.9	•	67.5	74.3	65.5	81.7	65.5	47.7	62.1
Return on Assets **33**	4.7	•	12.9	•	5.9	•	3.7	3.4	5.0	9.6	1.5	7.2	5.1
Return on Equity **34**	5.8	•	31.3	•	29.6	14.9	4.1	•	4.9	27.5	•	6.5	7.4
Return Before Interest on Equity **35**	13.9	•	34.9	•	•	11.7	11.5	13.3	14.5	•	4.3	13.8	13.3
Profit Margin, Before Income Tax **36**	2.4	•	1.7	10.0	2.4	•	1.1	•	1.2	5.9	•	5.8	3.7
Profit Margin, After Income Tax **37**	1.6	•	1.7	10.0	2.0	•	1.1	•	1.0	4.4	•	3.4	2.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.6	77.8	79.5	76.3	78.5	80.5	78.4	77.9	77.9	78.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.3	•	•	•	•	•	•	1.8
Average Net Receivables ($) **41**	731	458	473	524	607	363	356	338	281	895
Average Inventories ($) **42**	481	399	368	510	539	326	338	276	321	498
Average Net Worth ($) **43**	1269	365	439	533	1019	634	724	692	611	1427
Current Ratio (x1) **44**	1.6	0.9	1.0	1.0	1.4	1.3	1.3	1.2	1.3	1.4
Quick Ratio (x1) **45**	0.7	0.5	0.5	0.5	0.8	0.6	0.6	0.6	0.7	0.9
Coverage Ratio (x1) **46**	0.2	1.0	1.7	1.6	1.5	0.5	1.2	0.7	•	2.7
Asset Turnover (x1) **47**	1.0	1.4	1.5	1.5	1.6	1.6	1.6	1.3	1.3	1.2
Total Liabilities/Net Worth (x1) **48**	2.3	6.8	5.8	4.8	2.4	2.2	2.0	2.0	2.0	2.0
Return on Assets (x1) **49**	0.5	3.4	7.0	6.4	6.8	2.1	4.4	2.1	•	4.7
Return on Equity (%) **50**	•	•	12.4	7.5	2.1	•	•	•	•	5.8

SHIP AND BOAT BUILDING AND REPAIRING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1439	12	866	100	67	78	202	67	32	5	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	10470877	22699	118624	99362	33929	37205	722101	938913	1016404	247441	•	•	•
Portfolio Income	3	129882	•	32	•	12	6235	741	7803	5017	8458	•	•	•
Other Revenues	4	161632	•	54	•	1	776	5683	20440	11015	5421	•	•	•
Total Revenues	5	10762391	22699	118710	99362	33942	44216	728525	967156	1032436	261320	•	•	•
Average Total Revenues	6	7479	1892	137	994	507	567	3607	14435	32264	52264	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.8	65.4	31.9	67.3	68.8	79.2	69.8	74.0	72.3	79.8	•	•	•
Salaries and Wages	8	2.6	13.9	5.8	•	7.8	•	4.8	4.9	5.1	3.6	•	•	•
Taxes Paid	9	2.1	1.8	4.2	0.6	1.9	4.3	2.7	2.6	3.4	0.8	•	•	•
Interest Paid	10	1.2	1.2	0.3	•	1.2	•	1.3	1.5	1.2	2.4	•	•	•
Depreciation, Depletion, Amortization	11	1.9	1.3	2.7	0.1	4.1	2.2	2.4	2.6	2.2	2.2	•	•	•
Pensions and Other Benefits	12	2.4	•	1.1	3.8	0.7	•	1.3	1.7	3.3	0.4	•	•	•
Other	13	7.0	15.2	25.3	5.3	13.3	17.1	9.4	9.0	8.9	6.4	•	•	•
Officers Compensation	14	1.6	•	24.6	•	•	•	2.4	2.2	1.5	1.2	•	•	•
Operating Margin	15	2.4	1.3	4.2	22.9	2.3	•	5.9	1.5	2.2	3.2	•	•	•
Oper. Margin Before Officers Compensation	16	4.0	1.3	28.8	22.9	2.3	•	8.3	3.7	3.7	4.4	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1347	•	1	36	71	70	205	1369	3196	4236	•	•	•
Inventories	18	726	•	4	•	126	48	721	1304	1708	7484	•	•	•
Net Property, Plant and Equipment	19	976	•	3	•	93	22	608	2586	4795	8066	•	•	•
Total Assets	20	6261	•	13	248	306	753	1909	7113	14508	27202	•	•	•

Notes and Loans Payable **21**	872	•	5	•	110	1265	742	2512	3977	13299	•	•	•
All Other Liabilities **22**	3090	•	3	0	162	1885	390	1930	4246	8718	•	•	•
Net Worth **23**	2300	•	5	248	34	-2397	777	2671	6285	5184	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	3.1	•	2.6	0.2	1.7	1.0	1.7	1.2	•	•	•
Quick Ratio **25**	0.9	•	1.8	•	1.1	0.2	0.6	0.6	1.0	0.5	•	•	•
Net Sales to Working Capital **26**	7.3	•	20.4	4.1	3.8	•	7.0	•	10.3	22.6	•	•	•
Coverage Ratio **27**	5.1	2.2	•	•	2.9	•	6.2	4.1	4.1	4.6	•	•	•
Total Asset Turnover **28**	1.2	•	10.7	4.0	1.7	0.6	1.9	2.0	2.2	1.8	•	•	•
Inventory Turnover **29**	•	•	•	•	5.5	•	6.9	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	1.7	•	8.0	•	1.5	1.7	1.3	4.3	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.3	•	63.4	•	88.9	•	59.3	62.5	56.7	81.0	•	•	•
Return on Assets **33**	7.3	•	•	•	5.9	10.2	15.3	11.7	10.7	20.5	•	•	•
Return on Equity **34**	12.8	•	•	•	29.6	•	31.3	17.2	17.3	•	•	•	•
Return Before Interest on Equity **35**	20.0	•	•	•	•	•	•	31.2	24.7	•	•	•	•
Profit Margin, Before Income Tax **36**	5.1	1.3	4.3	22.9	2.4	16.0	6.8	4.5	3.7	8.8	•	•	•
Profit Margin, After Income Tax **37**	4.0	1.1	4.3	22.9	2.0	12.7	6.8	3.3	3.4	7.1	•	•	•

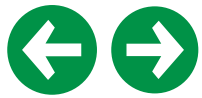
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.9	75.3	72.0	75.6	74.9	75.2	74.4	71.8	72.8	78.8
Operating Margin (%) **39**	4.1	2.6	4.1	0.5	2.2	3.2	4.1	3.9	3.5	2.4
Oper. Margin Before Officers Comp. (%) **40**	6.6	5.1	6.1	2.3	4.1	5.0	5.5	6.7	5.1	4.0
Average Net Receivables ($) **41**	285	453	484	985	503	458	409	254	259	1347
Average Inventories ($) **42**	283	490	452	941	493	494	324	125	429	726
Average Net Worth ($) **43**	557	437	104	1609	1143	977	886	552	721	2300
Current Ratio (×1) **44**	1.7	0.9	0.9	1.5	1.6	1.6	1.5	1.3	1.5	1.4
Quick Ratio (×1) **45**	0.9	0.4	0.5	0.8	0.9	0.8	0.8	0.8	0.7	0.9
Coverage Ratio (×1) **46**	5.8	5.2	5.3	3.4	3.6	3.6	4.8	4.6	4.3	5.1
Asset Turnover (×1) **47**	2.3	2.1	1.8	1.8	1.6	1.7	1.8	1.6	1.4	1.2
Operating Leverage **48**	1.1	0.6	1.6	0.1	4.5	1.5	1.3	1.0	0.9	0.7
Financial Leverage **49**	1.1	1.0	1.1	0.9	1.0	1.1	1.1	1.0	1.0	0.9
Total Leverage **50**	1.2	0.7	1.7	0.1	4.5	1.7	1.4	1.0	1.0	0.7

OTHER TRANSPORTATION EQUIPMENT, EXCEPT MOTOR VEHICLES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1124	3	220	268	163	125	219	36	39	20	6	15	9
Revenues ($ in Thousands)														
Net Sales	2	19654969	163169	195	157537	377024	205333	1132661	258651	1437442	1031169	778911	4458077	9654799
Portfolio Income	3	228403	81	•	•	40	•	2367	15517	2436	9699	1035	16318	180912
Other Revenues	4	415999	•	•	•	155	769	4384	398	11644	27378	21371	73834	276065
Total Revenues	5	20299371	163250	195	157537	377219	206102	1139412	274566	1451522	1068246	801317	4548229	10111776
Average Total Revenues	6	18060	54417	1	588	2314	1649	5203	7627	37219	53412	133553	303215	1123531
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.0	75.3	23.6	82.8	80.8	68.1	77.5	76.9	74.5	76.4	82.3	81.1	75.1
Salaries and Wages	8	5.1	3.2	•	2.5	1.4	7.4	4.8	3.2	6.3	4.6	3.8	3.3	6.2
Taxes Paid	9	1.9	0.2	•	2.1	2.3	1.1	1.9	2.0	2.1	1.7	1.5	1.6	2.2
Interest Paid	10	1.5	1.4	•	2.4	0.4	3.9	0.9	1.3	1.8	2.0	1.6	1.0	1.7
Depreciation, Depletion, Amortization	11	2.4	1.3	78.0	4.2	0.6	2.5	1.8	6.6	2.4	2.5	2.0	1.7	2.8
Pensions and Other Benefits	12	1.7	2.4	•	•	0.2	•	0.8	1.7	1.5	2.0	1.4	2.3	1.7
Other	13	7.7	5.1	•	8.8	6.0	8.7	7.9	6.2	6.9	8.5	7.5	5.1	9.1
Officers Compensation	14	0.8	2.2	•	4.4	3.7	•	1.5	2.3	2.6	0.9	0.8	0.6	0.3
Operating Margin	15	1.8	9.1	•	•	4.7	8.4	3.1	•	1.9	1.6	•	3.6	0.9
Oper. Margin Before Officers Compensation	16	2.6	11.3	•	•	8.4	8.5	4.6	2.3	4.5	2.5	•	4.1	1.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2350	•	•	82	113	294	606	1151	5483	7142	13426	41904	147157
Inventories	18	2126	•	•	7	102	197	1075	971	5278	10864	19017	37164	109043
Net Property, Plant and Equipment	19	2694	•	•	44	137	198	554	2309	5342	6604	16828	32404	204096
Total Assets	20	10890	•	5	139	415	769	2527	7333	18635	35689	59962	159496	780851



Notes and Loans Payable **21**	3369	•	6	159	141	497	1193	1536	7263	10414	21898	30174	251802
All Other Liabilities **22**	3476	•	•	178	158	296	592	1007	5000	15933	19153	63988	226939
Net Worth **23**	4044	•	-1	-198	116	-24	743	4791	6371	9342	18911	65333	302110

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	0.5	1.6	1.5	2.1	1.4	1.5	1.7	1.6	1.6	1.6
Quick Ratio **25**	0.8	•	•	0.5	1.0	0.9	0.9	0.7	0.7	0.7	0.7	0.9	0.9
Net Sales to Working Capital **26**	8.5	•	0.9	•	23.0	10.1	5.1	9.5	9.8	5.7	9.7	7.8	9.1
Coverage Ratio **27**	4.5	7.5	•	•	13.0	3.3	5.3	5.7	2.6	3.6	2.2	6.9	4.5
Total Asset Turnover **28**	1.6	•	0.2	4.2	5.6	2.1	2.1	1.0	2.0	1.5	2.2	1.9	1.4
Inventory Turnover **29**	•	•	•	•	•	•	7.5	•	•	7.3	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	•	2.6	•	2.4	0.5	1.9	2.8	2.2	1.5	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.9	•	•	•	72.1	•	70.6	34.7	65.8	73.8	68.5	59.0	61.3
Return on Assets **33**	10.6	•	•	•	28.9	27.1	9.4	7.3	9.3	10.2	7.9	12.1	10.2
Return on Equity **34**	15.5	•	•	21.4	•	•	24.5	8.0	11.9	19.9	7.5	19.5	12.9
Return Before Interest on Equity **35**	28.6	•	•	14.2	•	•	31.9	11.1	27.1	•	25.0	29.5	26.5
Profit Margin, Before Income Tax **36**	5.2	9.1	•	•	4.8	8.8	3.7	6.1	2.9	5.1	2.0	5.5	5.8
Profit Margin, After Income Tax **37**	3.6	6.0	•	•	4.8	8.7	3.5	5.4	2.1	3.6	1.1	4.3	3.6

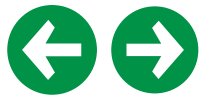
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.3	77.4	79.3	79.5	79.0	76.1	76.5	76.1	76.5	77.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.5	1.8
Oper. Margin Before Officers Comp. (%) **40**	0.7	•	•	•	•	•	•	•	1.3	2.6
Average Net Receivables ($) **41**	622	974	1233	2118	1498	1266	2054	1767	2493	2350
Average Inventories ($) **42**	702	911	975	1580	1206	1182	1724	1285	2058	2126
Average Net Worth ($) **43**	1087	1689	1703	2310	1989	2324	2863	2198	3524	4044
Current Ratio (x1) **44**	1.6	1.5	1.4	1.5	1.4	1.5	1.4	1.5	1.5	1.6
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.9	0.8	0.8	0.8	0.9	0.8	0.8
Coverage Ratio (x1) **46**	2.4	2.1	2.2	2.2	1.8	1.8	1.4	2.1	3.2	4.5
Asset Turnover (x1) **47**	1.8	1.5	1.6	1.4	1.5	1.3	1.4	1.6	1.6	1.6
Total Liabilities/Net Worth (x1) **48**	1.7	1.7	2.0	2.4	2.2	1.9	2.3	2.4	2.1	1.7
Return on Assets (x1) **49**	8.6	7.6	7.8	8.7	7.1	6.7	5.6	7.3	8.8	10.6
Return on Equity (%) **50**	5.8	5.8	7.9	9.8	5.1	5.1	1.0	6.9	12.0	15.5

OTHER TRANSPORTATION EQUIPMENT, EXCEPT MOTOR VEHICLES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	443	•	•	•	•	104	154	13	29	17	•	11	•
Revenues ($ in Thousands)														
Net Sales	2	17499803	•	•	•	•	152694	983992	207043	1172282	905373	•	3714815	•
Portfolio Income	3	213782	•	•	•	•	•	2057	12196	2058	5662	•	11814	•
Other Revenues	4	389983	•	•	•	•	769	3998	323	2778	25607	•	71367	•
Total Revenues	5	18103568	•	•	•	•	153463	990047	219562	1177118	936642	•	3797996	•
Average Total Revenues	6	40866	•	•	•	•	1476	6429	16889	40590	55097	•	345272	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.7	•	•	•	•	65.5	77.7	79.8	75.2	77.9	•	80.9	•
Salaries and Wages	8	4.9	•	•	•	•	7.4	3.9	1.3	5.8	4.4	•	2.6	•
Taxes Paid	9	1.9	•	•	•	•	1.1	1.8	1.4	1.9	1.7	•	1.5	•
Interest Paid	10	1.4	•	•	•	•	3.6	0.8	0.6	1.4	1.5	•	0.8	•
Depreciation, Depletion, Amortization	11	2.3	•	•	•	•	3.2	1.2	1.9	2.0	2.5	•	1.7	•
Pensions and Other Benefits	12	1.6	•	•	•	•	•	0.7	1.6	1.6	1.2	•	1.7	•
Other	13	7.6	•	•	•	•	7.8	6.6	4.9	5.8	7.5	•	5.4	•
Officers Compensation	14	0.7	•	•	•	•	•	1.5	1.9	1.5	0.8	•	0.5	•
Operating Margin	15	2.9	•	•	•	•	11.4	5.8	6.8	4.9	2.5	•	5.0	•
Oper. Margin Before Officers Compensation	16	3.6	•	•	•	•	11.4	7.3	8.6	6.4	3.3	•	5.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5100	•	•	•	•	351	700	2683	5661	6400	•	39114	•
Inventories	18	4577	•	•	•	•	183	1178	2284	5392	11950	•	43119	•
Net Property, Plant and Equipment	19	5884	•	•	•	•	235	588	1504	5713	6830	•	33072	•
Total Assets	20	23654	•	•	•	•	805	2738	7493	19506	35027	•	163461	•



Notes and Loans Payable **21**	6665	•	•	•	•	547	796	1981	6625	9622	•	22285	•
All Other Liabilities **22**	7468	•	•	•	•	348	569	2442	5171	14460	•	62123	•
Net Worth **23**	9522	•	•	•	•	-90	1373	3070	7710	10946	•	79053	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	•	1.3	2.1	1.6	1.6	1.8	•	1.8	•
Quick Ratio **25**	0.9	•	•	•	•	0.9	0.9	0.9	0.8	0.7	•	0.9	•
Net Sales to Working Capital **26**	8.6	•	•	•	•	11.1	5.8	7.3	8.8	5.5	•	7.5	•
Coverage Ratio **27**	5.7	•	•	•	•	4.4	8.9	•	4.9	5.0	•	10.6	•
Total Asset Turnover **28**	1.7	•	•	•	•	1.8	2.3	2.1	2.1	1.5	•	2.1	•
Inventory Turnover **29**	•	•	•	•	•	•	8.4	•	•	7.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	8.4	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	•	•	•	1.0	1.5	1.5	2.2	•	1.1	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.8	•	•	•	•	•	49.9	59.0	60.5	68.8	•	51.6	•
Return on Assets **33**	13.0	•	•	•	•	28.2	17.0	28.5	13.7	11.3	•	16.4	•
Return on Equity **34**	19.4	•	•	•	•	•	29.0	•	22.1	20.4	•	24.3	•
Return Before Interest on Equity **35**	32.3	•	•	•	•	•	33.8	•	34.7	•	•	33.9	•
Profit Margin, Before Income Tax **36**	6.4	•	•	•	•	11.9	6.5	12.8	5.3	5.9	•	7.2	•
Profit Margin, After Income Tax **37**	4.7	•	•	•	•	11.7	6.2	11.9	4.2	4.2	•	5.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.4	75.7	78.8	77.0	77.4	75.3	73.0	74.4	75.7	76.7
Operating Margin (%) **39**	1.9	1.3	1.0	0.5	0.2	2.1	0.1	1.3	2.0	2.9
Oper. Margin Before Officers Comp. (%) **40**	3.4	2.6	1.9	1.4	1.1	2.9	1.3	2.3	2.8	3.6
Average Net Receivables ($) **41**	1499	1277	2382	5043	3300	2018	3884	3856	3955	5100
Average Inventories ($) **42**	1592	1609	1671	2919	2170	1696	2581	2645	3170	4577
Average Net Worth ($) **43**	2915	2410	3783	6024	4090	4051	5658	6051	5967	9522
Current Ratio (×1) **44**	1.8	1.6	1.6	1.7	1.5	1.7	1.6	1.6	1.5	1.6
Quick Ratio (×1) **45**	1.0	0.9	1.0	1.1	0.9	0.9	0.9	1.0	0.9	0.9
Coverage Ratio (×1) **46**	5.0	4.6	3.1	3.4	3.0	3.1	2.9	3.5	4.4	5.7
Asset Turnover (×1) **47**	2.0	1.8	1.6	1.4	1.6	1.4	1.4	1.6	1.7	1.7
Operating Leverage **48**	1.0	0.7	0.7	0.5	0.3	14.1	0.1	9.8	1.6	1.5
Financial Leverage **49**	1.1	1.1	0.9	1.0	1.0	1.0	0.9	1.1	1.1	1.1
Total Leverage **50**	1.1	0.7	0.7	0.5	0.3	14.0	0.1	11.0	1.7	1.6

SCIENTIFIC INSTRUMENTS AND MEASURING DEVICES;W ATCHES AND CLOCKS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3281	32	800	551	444	400	665	164	106	55	22	20	22
Revenues ($ in Thousands)														
Net Sales	2	53025246	178145	24596	160341	235017	624335	3318478	1790477	2144448	2530770	1999502	2744480	37274656
Portfolio Income	3	1152726	6829	•	161	4780	1120	32827	13710	21599	16979	30360	108551	915811
Other Revenues	4	2125231	282	227	40	2654	19644	42797	12512	23527	26864	24815	49562	1922307
Total Revenues	5	56303203	185256	24823	160542	242451	645099	3394102	1816699	2189574	2574613	2054677	2902593	40112774
Average Total Revenues	6	17160	5789	31	291	546	1613	5104	11077	20656	46811	93394	145130	1823308
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.7	57.0	52.9	60.0	30.4	52.3	59.0	60.3	55.0	59.9	55.6	59.8	69.1
Salaries and Wages	8	11.2	11.2	•	4.3	22.1	20.5	9.6	11.3	12.8	12.1	14.0	12.7	10.7
Taxes Paid	9	2.3	3.3	1.9	3.5	6.6	2.9	2.9	3.0	2.7	2.6	2.8	2.6	2.1
Interest Paid	10	1.5	1.2	1.0	•	0.6	1.4	1.2	1.4	1.1	2.0	0.9	2.7	1.5
Depreciation, Depletion, Amortization	11	3.2	2.1	6.7	1.2	1.2	1.9	2.0	2.0	2.8	3.0	2.8	3.5	3.5
Pensions and Other Benefits	12	2.9	5.1	•	3.7	3.6	2.6	2.3	2.6	3.4	2.2	3.4	3.9	2.9
Other	13	12.4	14.0	17.8	9.2	19.6	17.7	15.2	15.2	16.2	16.2	13.1	13.1	11.3
Officers Compensation	14	1.3	10.6	6.3	15.9	7.8	6.1	5.5	3.2	2.8	1.9	1.3	1.5	0.4
Operating Margin	15	•	•	13.5	2.2	8.4	•	2.4	1.1	3.4	0.3	6.2	0.3	•
Oper. Margin Before Officers Compensation	16	0.8	6.1	19.8	18.0	16.1	0.7	7.9	4.3	6.2	2.1	7.5	1.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3694	•	8	70	65	239	758	1681	3779	8564	16012	30484	424384
Inventories	18	2356	•	3	44	57	157	838	1933	4077	8308	12911	22714	232371
Net Property, Plant and Equipment	19	2462	•	14	14	72	94	431	1556	2834	6226	11760	27381	272614
Total Assets	20	13992	•	34	156	380	669	2593	6339	15085	35452	67150	163528	1558944

Notes and Loans Payable **21**	3458	•	6	21	100	279	732	1548	2645	8642	10286	32035	400484
All Other Liabilities **22**	4062	•	1	75	74	224	626	2068	3233	9577	15860	34780	476967
Net Worth **23**	6472	•	27	61	206	166	1236	2724	9207	17234	41003	96713	681493

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	1.7	3.5	2.3	2.4	1.7	2.5	2.0	2.4	2.7	1.5
Quick Ratio **25**	1.0	•	18.2	1.1	1.8	1.6	1.3	0.9	1.3	1.1	1.4	1.4	1.0
Net Sales to Working Capital **26**	5.4	•	1.8	5.4	4.1	5.2	4.2	6.0	3.5	4.2	4.1	2.8	6.4
Coverage Ratio **27**	5.3	0.3	•	•	•	•	5.0	2.8	6.1	1.9	11.7	3.6	5.8
Total Asset Turnover **28**	1.2	•	0.9	1.9	1.4	2.3	1.9	1.7	1.4	1.3	1.4	0.8	1.1
Inventory Turnover **29**	9.0	•	9.5	7.9	5.6	•	7.0	6.8	5.5	6.6	7.8	7.2	•
Receivables Turnover **30**	8.8	•	8.1	8.3	•	•	•	•	•	•	•	9.0	8.0
Total Liabilities to Net Worth **31**	1.2	•	0.3	1.6	0.9	3.0	1.1	1.3	0.6	1.1	0.6	0.7	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.8	•	20.1	61.1	45.8	75.2	52.4	57.0	39.0	51.4	38.9	40.9	56.3
Return on Assets **33**	9.3	•	14.1	4.3	16.9	•	11.2	6.7	8.7	5.1	13.8	8.2	9.5
Return on Equity **34**	11.1	•	16.5	4.8	29.3	•	15.4	3.5	9.3	1.3	14.9	6.7	12.2
Return Before Interest on Equity **35**	20.0	•	17.6	11.1	31.2	•	23.5	15.5	14.3	10.4	22.6	13.8	21.7
Profit Margin, Before Income Tax **36**	6.5	•	14.4	2.3	11.6	•	4.7	2.5	5.4	1.9	9.3	7.0	7.2
Profit Margin, After Income Tax **37**	4.4	•	14.4	1.0	11.4	•	3.8	0.9	4.2	0.5	6.7	4.7	4.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	57.8	58.9	60.0	60.1	60.8	60.9	61.4	62.6	64.5	65.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	1.0	•	•	•	•	0.5	0.8
Average Net Receivables ($) **41**	2006	2006	2513	2705	2146	2813	3026	3432	4050	3694
Average Inventories ($) **42**	1584	1636	1691	2052	1607	1828	2129	2217	2451	2356
Average Net Worth ($) **43**	4361	4400	4389	4648	3572	4339	5825	6480	6736	6472
Current Ratio (x1) **44**	2.0	2.2	1.9	1.8	1.7	1.7	1.7	1.7	1.6	1.7
Quick Ratio (x1) **45**	1.2	1.3	1.2	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	3.3	2.7	3.1	6.0	3.5	2.7	3.2	4.0	4.3	5.3
Asset Turnover (x1) **47**	1.1	1.1	1.1	1.2	1.1	1.1	1.1	1.1	1.1	1.2
Total Liabilities/Net Worth (x1) **48**	0.9	0.9	1.1	1.2	1.3	1.3	1.1	1.0	1.2	1.2
Return on Assets (x1) **49**	6.9	5.3	6.1	17.5	9.2	7.8	8.6	7.7	7.4	9.3
Return on Equity (%) **50**	3.6	2.5	4.6	21.1	10.1	7.5	8.1	7.9	8.3	11.1

SCIENTIFIC INSTRUMENTS AND MEASURING DEVICES;W ATCHES AND CLOCKS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2157	13	445	208	332	338	517	123	91	36	19	17	17
Revenues ($ in Thousands)														
Net Sales	2	49084849	153291	24332	121430	231081	553064	2375464	1507823	2011965	1897092	1699018	2493466	36016823
Portfolio Income	3	1094736	2188	•	149	4093	966	31292	9921	13372	10992	30138	105697	885928
Other Revenues	4	2015732	218	227	41	13	16576	25599	7835	23219	13949	17649	30285	1880121
Total Revenues	5	52195317	155697	24559	121620	235187	570606	2432355	1525579	2048556	1922033	1746805	2629448	38782872
Average Total Revenues	6	24198	11977	55	585	708	1688	4705	12403	22512	53390	91937	154673	2281345
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.6	59.3	53.1	50.9	30.5	53.9	52.9	58.3	55.2	59.5	54.7	59.0	69.1
Salaries and Wages	8	10.7	4.8	•	5.0	21.3	16.6	9.4	10.3	11.8	10.7	13.2	12.2	10.4
Taxes Paid	9	2.3	2.9	0.5	3.9	6.4	2.7	3.1	3.1	2.7	2.8	2.8	2.7	2.1
Interest Paid	10	1.4	0.2	•	•	0.6	0.4	1.1	1.2	1.0	1.4	0.7	2.5	1.4
Depreciation, Depletion, Amortization	11	3.2	1.3	6.6	1.3	1.2	1.7	2.2	1.8	2.6	2.2	2.9	3.1	3.5
Pensions and Other Benefits	12	2.9	5.3	•	4.9	3.6	2.1	2.8	2.9	3.3	2.3	3.2	3.9	2.8
Other	13	12.1	7.9	11.2	5.9	17.6	13.6	15.3	12.7	14.9	13.7	13.3	12.4	11.6
Officers Compensation	14	1.1	4.1	6.4	19.0	6.8	4.6	6.4	3.2	2.5	1.6	1.3	1.4	0.4
Operating Margin	15	0.8	14.3	22.2	9.1	12.0	4.5	7.0	6.7	6.1	5.9	8.0	2.9	•
Oper. Margin Before Officers Compensation	16	1.9	18.4	28.5	28.1	18.8	9.1	13.4	9.9	8.6	7.5	9.2	4.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5200	•	•	153	44	259	762	1690	4010	9874	15508	33654	523099
Inventories	18	3135	•	2	10	74	129	785	2038	4303	9904	13503	22636	273200
Net Property, Plant and Equipment	19	3406	•	19	22	64	91	448	1463	3098	6168	10977	28167	334062
Total Assets	20	19420	•	24	221	380	675	2473	6267	15327	37103	68627	167593	1914469

Notes and Loans Payable **21**	4445	•	•	28	132	86	662	1364	2845	7235	8165	29182	460492
All Other Liabilities **22**	5622	•	•	72	59	186	469	2142	3353	10058	13830	34961	588184
Net Worth **23**	9353	•	24	122	189	403	1341	2762	9130	19810	46631	103451	865793

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	2.6	5.2	2.7	2.7	1.9	2.5	2.2	2.7	2.8	1.5
Quick Ratio **25**	1.1	•	•	2.3	2.7	2.0	1.5	1.0	1.3	1.3	1.5	1.5	1.0
Net Sales to Working Capital **26**	5.5	•	12.8	4.9	5.7	4.7	3.7	5.8	3.7	3.8	3.6	2.8	6.7
Coverage Ratio **27**	7.0	•	•	•	•	•	9.9	7.8	9.2	6.2	•	4.8	6.6
Total Asset Turnover **28**	1.2	•	2.3	2.6	1.8	2.4	1.9	2.0	1.5	1.4	1.3	0.9	1.1
Inventory Turnover **29**	9.5	•	•	•	5.8	•	6.2	7.0	5.7	6.3	7.3	7.7	•
Receivables Turnover **30**	8.8	•	•	7.7	•	•	•	•	•	•	•	8.7	8.1
Total Liabilities to Net Worth **31**	1.1	•	•	0.8	1.0	0.7	0.9	1.3	0.7	0.9	0.5	0.6	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.8	•	•	45.0	50.3	40.3	45.8	55.9	40.4	46.6	32.1	38.3	54.8
Return on Assets **33**	10.9	•	•	24.5	26.4	19.6	19.4	17.6	12.6	12.0	15.4	10.4	9.9
Return on Equity **34**	13.9	•	•	36.3	•	26.6	28.1	26.2	15.8	13.8	15.6	9.8	12.8
Return Before Interest on Equity **35**	22.6	•	•	•	•	32.8	•	•	21.2	22.4	22.7	16.9	22.0
Profit Margin, Before Income Tax **36**	8.0	15.5	23.1	9.3	13.8	7.7	9.4	7.8	7.8	7.1	11.2	9.4	7.6
Profit Margin, After Income Tax **37**	5.7	15.3	23.1	7.6	13.6	6.6	8.2	5.9	6.5	5.2	8.2	6.9	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	57.4	58.5	59.9	59.4	60.3	60.4	61.3	62.5	64.2	65.6
Operating Margin (%) **39**	1.5	0.2	•	1.2	•	•	•	•	0.3	0.8
Oper. Margin Before Officers Comp. (%) **40**	3.2	1.6	1.0	2.8	0.6	1.2	0.3	0.8	1.5	1.9
Average Net Receivables ($) **41**	4055	2049	3476	4705	2703	3236	4811	5512	6208	5200
Average Inventories ($) **42**	3289	1457	2164	3352	1971	2105	3223	3280	3462	3135
Average Net Worth ($) **43**	10061	4604	6635	8585	4841	5503	9705	10121	10302	9353
Current Ratio (x1) **44**	2.2	2.3	2.1	1.9	1.8	1.6	1.7	1.7	1.6	1.7
Quick Ratio (x1) **45**	1.3	1.4	1.3	1.1	1.0	1.0	1.0	1.1	1.0	1.1
Coverage Ratio (x1) **46**	6.1	4.9	5.5	7.7	4.9	4.6	4.2	5.8	6.1	7.0
Asset Turnover (x1) **47**	1.1	1.2	1.1	1.3	1.1	1.2	1.1	1.1	1.1	1.2
Operating Leverage **48**	•	0.1	•	•	•	0.2	5.5	0.4	•	2.5
Financial Leverage **49**	1.0	1.0	1.2	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	•	0.1	•	•	•	0.2	5.4	0.5	•	2.6

OPTICAL, MEDICAL, AND OPHTHALMIC GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6400	62	3490	288	862	379	808	183	138	71	39	42	37
Revenues ($ in Thousands)														
Net Sales	2	43929761	252649	722487	156665	657945	492801	3406867	1653264	2523501	2591326	2662319	5955769	22854168
Portfolio Income	3	1353794	2410	1031	9	459	719	28125	25573	70182	53006	48837	215893	907550
Other Revenues	4	1461992	1603	1603	40	4871	9184	63075	43809	61320	39638	66705	152160	1017984
Total Revenues	5	46745547	256662	725121	156714	663275	502704	3498067	1722646	2655003	2683970	2777861	6323822	24779702
Average Total Revenues	6	7304	4140	208	544	769	1326	4329	9413	19239	37802	71227	150567	669722
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	62.4	40.1	17.6	42.6	45.0	57.8	47.2	55.3	48.6	49.6	53.9	53.5
Salaries and Wages	8	14.1	15.9	12.2	30.9	15.3	13.9	12.5	17.6	11.9	13.4	13.9	9.9	15.5
Taxes Paid	9	2.3	2.5	3.5	5.3	3.1	4.0	2.3	2.6	2.6	2.6	2.5	1.7	2.3
Interest Paid	10	2.3	2.2	0.7	0.4	0.8	1.4	1.5	1.3	1.8	1.1	1.6	1.8	3.0
Depreciation, Depletion, Amortization	11	3.9	2.3	1.9	2.3	1.6	2.3	2.9	3.2	4.1	3.7	3.8	4.2	4.3
Pensions and Other Benefits	12	3.1	2.7	3.1	1.2	2.1	4.9	2.1	1.9	2.4	2.4	2.7	2.3	3.8
Other	13	19.4	31.5	31.8	20.8	22.0	27.0	20.9	31.0	22.1	24.7	20.5	17.7	17.0
Officers Compensation	14	2.3	4.2	10.9	21.1	17.8	9.7	4.8	4.8	3.4	2.5	2.5	1.3	0.9
Operating Margin	15	•	•	•	0.4	•	•	•	•	•	1.0	2.9	7.4	•
Oper. Margin Before Officers Compensation	16	2.1	•	6.8	21.5	12.7	1.6	•	•	•	3.5	5.3	8.6	0.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1652	•	13	59	77	182	613	1897	3280	7195	15108	27634	184281
Inventories	18	1096	•	9	19	49	164	571	1631	2990	5798	11578	23160	104339
Net Property, Plant and Equipment	19	1343	•	8	29	46	81	321	1031	3619	7603	14932	28354	141312
Total Assets	20	7847	•	46	121	370	681	2366	6885	15748	35151	72382	154264	873205

Notes and Loans Payable **21**	1707	•	25	20	150	374	996	1568	3295	5563	15506	28703	183987
All Other Liabilities **22**	2301	•	19	51	80	153	784	1876	3486	7163	14451	25156	295385
Net Worth **23**	3840	•	2	51	139	154	585	3441	8967	22424	42425	100404	393833

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.7	1.6	1.9	1.9	1.4	2.6	2.4	2.8	2.6	2.4	1.4
Quick Ratio **25**	1.0	•	1.1	1.3	1.4	1.0	0.8	1.6	1.4	1.7	1.5	1.4	0.8
Net Sales to Working Capital **26**	4.5	•	15.5	16.9	6.3	5.0	9.0	2.8	3.0	2.8	2.8	3.3	5.6
Coverage Ratio **27**	4.2	•	•	2.1	•	•	•	•	3.3	5.4	5.4	8.7	4.3
Total Asset Turnover **28**	0.9	•	4.5	4.5	2.1	1.9	1.8	1.3	1.2	1.0	1.0	0.9	0.7
Inventory Turnover **29**	6.6	•	•	•	•	7.2	8.6	5.2	6.8	6.1	5.9	6.6	6.3
Receivables Turnover **30**	8.3	•	•	•	•	•	•	9.5	•	•	9.0	•	6.7
Total Liabilities to Net Worth **31**	1.1	•	26.7	1.4	1.7	3.4	3.1	1.0	0.8	0.6	0.7	0.5	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.1	•	96.4	58.1	62.4	77.4	75.3	50.0	43.1	36.2	41.4	34.9	54.9
Return on Assets **33**	8.3	•	•	3.6	•	•	•	•	7.0	5.9	8.3	14.4	9.0
Return on Equity **34**	7.4	•	•	1.1	•	•	•	•	2.4	1.6	7.1	13.5	9.8
Return Before Interest on Equity **35**	17.0	•	•	8.5	•	•	•	•	12.2	9.3	14.1	22.1	20.0
Profit Margin, Before Income Tax **36**	7.3	•	•	0.4	•	•	•	•	4.2	4.7	7.2	13.9	9.8
Profit Margin, After Income Tax **37**	4.2	•	•	0.1	•	•	•	•	1.2	1.0	4.4	9.5	6.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	55.4	53.1	53.3	54.3	53.6	53.4	52.6	53.5	52.3	52.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.6	•
Oper. Margin Before Officers Comp. (%) **40**	•	0.2	0.5	0.6	•	•	1.0	3.0	3.1	2.1
Average Net Receivables ($) **41**	1446	1027	1059	1529	1511	1953	1949	1548	1460	1652
Average Inventories ($) **42**	840	706	723	895	914	1262	1197	1057	1069	1096
Average Net Worth ($) **43**	2244	1875	2320	2689	2703	3652	3555	3540	3742	3840
Current Ratio (x1) **44**	1.8	1.3	1.5	1.5	1.7	1.7	1.7	1.8	1.8	1.7
Quick Ratio (x1) **45**	1.0	0.8	0.9	0.9	1.0	1.0	1.0	1.1	1.0	1.0
Coverage Ratio (x1) **46**	3.2	2.7	3.6	3.6	2.8	2.8	4.0	4.0	3.9	4.2
Asset Turnover (x1) **47**	1.0	1.0	0.9	0.9	1.0	1.0	1.0	1.0	0.9	0.9
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.1	1.2	1.3	1.3	1.3	1.0	1.1	1.1
Return on Assets (x1) **49**	7.5	6.1	9.0	7.9	9.7	8.9	10.5	8.0	6.9	8.3
Return on Equity (%) **50**	4.7	3.4	7.0	6.8	8.2	7.0	11.1	6.9	5.3	7.4

OPTICAL, MEDICAL, AND OPHTHALMIC GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3228	21	1583	143	438	212	528	70	•	50	•	36	30
Revenues ($ in Thousands)														
Net Sales	2	37128651	44628	394367	39789	443281	294126	2739508	787203	•	2135153	•	5553736	20466012
Portfolio Income	3	1247772	289	883	5	374	225	23222	13113	•	39329	•	202482	872223
Other Revenues	4	1114065	•	98	39	2677	3720	58216	6041	•	18762	•	97287	851840
Total Revenues	5	39490488	44917	395348	39833	446332	298071	2820946	806357	•	2193244	•	5853505	22190075
Average Total Revenues	6	12234	2139	250	279	1019	1406	5343	11519	•	43865	•	162597	739669
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	68.0	40.9	23.6	40.9	39.0	57.1	41.8	•	46.2	•	54.4	53.6
Salaries and Wages	8	13.1	5.1	6.5	1.0	15.8	12.2	10.4	9.0	•	10.8	•	9.1	15.4
Taxes Paid	9	2.3	1.7	2.5	3.5	3.2	4.1	2.1	2.1	•	2.4	•	1.7	2.4
Interest Paid	10	2.0	•	•	0.5	0.2	0.5	1.0	0.7	•	0.9	•	1.4	2.8
Depreciation, Depletion, Amortization	11	3.5	0.8	0.4	6.2	1.1	1.9	2.2	1.9	•	3.2	•	3.6	4.0
Pensions and Other Benefits	12	3.2	•	5.0	4.3	1.6	4.1	2.0	1.1	•	2.1	•	2.2	3.9
Other	13	16.5	5.4	26.4	25.5	18.3	23.7	15.9	27.3	•	19.8	•	16.6	15.4
Officers Compensation	14	1.9	19.2	15.6	27.2	12.2	6.7	4.6	3.5	•	1.9	•	1.1	0.8
Operating Margin	15	5.0	•	2.8	8.2	6.7	7.9	4.8	12.5	•	12.9	•	10.0	1.8
Oper. Margin Before Officers Compensation	16	6.8	19.1	18.5	35.4	18.9	14.6	9.4	16.0	•	14.8	•	11.1	2.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2843	•	16	44	85	185	688	1939	•	7757	•	29145	209966
Inventories	18	1772	•	11	34	51	79	518	1310	•	6573	•	24111	115426
Net Property, Plant and Equipment	19	2165	•	2	30	19	92	361	1001	•	7557	•	30798	146419
Total Assets	20	13054	•	49	126	335	673	2247	6952	•	35179	•	157600	973942

Notes and Loans Payable **21**	2632	•	5	10	27	106	682	943	•	5829	•	26033	203735
All Other Liabilities **22**	3859	•	22	52	82	109	484	1576	•	7263	•	24408	335552
Net Worth **23**	6563	•	22	64	226	459	1081	4433	•	22087	•	107159	434656

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.0	1.8	3.8	3.4	2.1	2.7	•	2.9	•	2.3	1.4
Quick Ratio **25**	1.0	•	1.4	1.2	2.7	2.2	1.3	1.9	•	1.7	•	1.3	0.8
Net Sales to Working Capital **26**	4.6	•	10.7	6.6	4.4	3.5	6.2	3.3	•	3.0	•	3.7	5.6
Coverage Ratio **27**	7.2	•	•	•	•	•	8.5	•	•	•	•	12.2	5.4
Total Asset Turnover **28**	0.9	•	5.1	2.2	3.0	2.1	2.3	1.6	•	1.2	•	1.0	0.7
Inventory Turnover **29**	6.8	•	•	3.9	•	•	•	7.2	•	6.0	•	7.0	6.3
Receivables Turnover **30**	8.1	•	•	•	•	•	•	•	•	•	•	•	6.5
Total Liabilities to Net Worth **31**	1.0	•	1.3	1.0	0.5	0.5	1.1	0.6	•	0.6	•	0.5	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	49.7	•	55.6	49.1	32.6	31.9	51.9	36.2	•	37.2	•	32.0	55.4
Return on Assets **33**	12.8	•	15.8	19.5	22.8	20.1	20.2	25.3	•	20.1	•	16.8	10.4
Return on Equity **34**	15.5	•	31.5	30.7	32.7	25.0	34.5	30.8	•	21.8	•	16.0	12.6
Return Before Interest on Equity **35**	25.5	•	•	•	33.9	29.5	•	•	•	32.0	•	24.7	23.2
Profit Margin, Before Income Tax **36**	12.5	0.5	3.1	8.3	7.4	9.2	7.7	15.0	•	15.7	•	15.7	12.0
Profit Margin, After Income Tax **37**	8.9	0.4	2.7	7.1	7.3	8.3	7.2	12.1	•	11.3	•	11.1	8.0

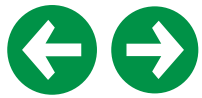
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	52.1	49.1	50.1	49.1	48.5	49.1	51.8	53.1	49.5	52.7
Operating Margin (%) **39**	2.4	2.4	2.0	3.5	2.2	2.6	2.7	5.4	7.1	5.0
Oper. Margin Before Officers Comp. (%) **40**	4.1	4.3	4.2	5.9	4.6	4.6	4.2	7.3	9.4	6.8
Average Net Receivables ($) **41**	1661	1679	1179	1489	2257	2315	3847	3253	2046	2843
Average Inventories ($) **42**	1032	1042	713	701	1247	1255	2163	2183	1269	1772
Average Net Worth ($) **43**	3127	3080	2532	2461	4242	4161	7005	7968	5324	6563
Current Ratio (×1) **44**	1.7	1.4	1.6	1.7	2.0	1.8	1.7	1.9	1.8	1.7
Quick Ratio (×1) **45**	1.0	0.8	0.9	1.1	1.3	1.1	1.1	1.1	1.1	1.0
Coverage Ratio (×1) **46**	6.2	5.9	6.1	7.4	6.0	5.7	6.3	6.7	8.4	7.2
Asset Turnover (×1) **47**	1.1	1.0	0.9	1.0	1.1	1.0	1.0	1.0	0.9	0.9
Operating Leverage **48**	1.2	1.0	0.8	1.7	0.7	1.2	1.0	2.0	1.3	0.7
Financial Leverage **49**	1.1	1.0	1.0	1.1	1.0	1.0	1.1	1.0	1.0	1.0
Total Leverage **50**	1.3	1.0	0.9	2.0	0.7	1.1	1.1	2.1	1.4	0.7

PHOTOGRAPHIC EQUIPMENT AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1004	•	670	•	126	42	131	10	11	4	6	•	4
Revenues ($ in Thousands)														
Net Sales	2	26866620	•	281658	•	35819	54137	387462	110909	366427	108766	726525	•	24794918
Portfolio Income	3	5537624	•	46	•	•	119	4006	29	213	83	7122	•	5526008
Other Revenues	4	2118870	•	•	•	•	•	297	971	506	15	18039	•	2099041
Total Revenues	5	34523114	•	281704	•	35819	54256	391765	111909	367146	108864	751686	•	32419967
Average Total Revenues	6	34386	•	420	•	284	1292	2991	11191	33377	27216	125281	•	8104992
Operating Costs/Operating Income (%)														
Cost of Operations	7	51.1	•	62.6	•	61.4	64.1	58.2	85.8	62.1	65.6	63.4	•	50.1
Salaries and Wages	8	17.0	•	13.9	•	1.9	15.4	9.6	6.5	10.5	13.9	11.3	•	17.5
Taxes Paid	9	2.9	•	1.2	•	6.1	2.6	3.1	1.3	2.0	1.2	1.8	•	3.0
Interest Paid	10	5.4	•	0.7	•	13.3	0.7	1.7	0.5	0.7	1.3	2.4	•	5.7
Depreciation, Depletion, Amortization	11	3.0	•	1.8	•	8.4	2.1	1.7	1.4	2.0	1.8	4.5	•	3.0
Pensions and Other Benefits	12	5.1	•	0.1	•	•	2.1	2.2	0.5	2.1	1.2	1.0	•	5.4
Other	13	27.7	•	17.3	•	29.6	13.2	17.6	3.1	10.4	17.0	17.0	•	28.7
Officers Compensation	14	0.5	•	0.3	•	•	1.8	7.3	2.9	1.2	1.7	0.5	•	0.3
Operating Margin	15	•	•	2.3	•	•	•	•	•	9.1	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	2.6	•	•	•	5.9	1.0	10.3	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10646	•	•	•	19	53	344	800	4979	11845	18572	•	2604226
Inventories	18	2053	•	•	•	85	206	634	2101	5198	16202	17036	•	428323
Net Property, Plant and Equipment	19	6712	•	12	•	96	144	218	2185	3598	6342	22802	•	1615140
Total Assets	20	48940	•	43	•	435	532	2063	5310	17145	40355	107001	•	11928710



Notes and Loans Payable **21**	9660	•	33	•	397	116	580	614	4378	10000	34127	•	2311766
All Other Liabilities **22**	29507	•	26	•	146	150	542	1621	4933	25564	25366	•	7296748
Net Worth **23**	9773	•	-15	•	-109	265	941	3076	7834	4792	47509	•	2320195

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.4	•	0.7	2.4	1.5	1.9	2.0	1.5	2.0	•	1.4
Quick Ratio **25**	1.1	•	0.4	•	0.1	0.8	0.6	0.6	1.1	0.6	0.9	•	1.1
Net Sales to Working Capital **26**	3.2	•	•	•	•	6.3	8.4	7.7	5.5	2.9	4.3	•	3.1
Coverage Ratio **27**	4.4	•	4.4	•	•	•	0.8	•	14.8	•	1.6	•	4.4
Total Asset Turnover **28**	0.6	•	9.8	•	0.7	2.4	1.4	2.1	2.0	0.7	1.1	•	0.5
Inventory Turnover **29**	•	•	•	•	4.1	8.0	5.4	9.1	8.0	2.2	9.0	•	•
Receivables Turnover **30**	5.0	•	•	•	•	•	•	•	•	4.6	•	•	4.8
Total Liabilities to Net Worth **31**	4.0	•	•	•	•	1.0	1.2	0.7	1.2	7.4	1.3	•	4.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.0	•	•	•	•	50.1	54.4	42.1	54.3	88.1	55.6	•	80.6
Return on Assets **33**	12.9	•	28.8	•	•	•	2.0	•	19.4	•	4.5	•	13.1
Return on Equity **34**	32.9	•	•	•	•	•	•	•	39.4	•	1.1	•	34.5
Return Before Interest on Equity **35**	•	•	•	•	19.5	•	4.5	•	•	•	10.0	•	•
Profit Margin, Before Income Tax **36**	18.1	•	2.3	•	•	•	•	•	9.3	•	1.5	•	19.5
Profit Margin, After Income Tax **37**	12.0	•	2.3	•	•	•	•	•	9.3	•	0.4	•	12.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	60.3	59.9	64.7	60.9	65.0	61.7	62.0	56.0	56.9	51.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	2689	3331	2896	5155	15777	10684	8506	20403	20244	10646
Average Inventories ($) **42**	1659	1846	1424	2628	6136	3814	3320	5528	4747	2053
Average Net Worth ($) **43**	6667	7386	4867	7449	15686	12159	10859	24451	22677	9773
Current Ratio (x1) **44**	1.8	1.7	1.6	1.1	1.0	1.2	1.3	1.4	1.5	1.4
Quick Ratio (x1) **45**	1.1	0.9	0.9	0.6	0.7	0.8	0.8	1.0	1.1	1.1
Coverage Ratio (x1) **46**	2.4	1.0	3.4	2.2	1.1	2.6	2.2	2.2	2.1	4.4
Asset Turnover (x1) **47**	1.0	1.0	1.0	0.7	0.8	0.8	0.8	0.6	0.5	0.6
Total Liabilities/Net Worth (x1) **48**	0.7	0.8	1.3	2.4	3.5	3.0	3.1	3.2	3.5	4.0
Return on Assets (x1) **49**	6.2	4.0	7.2	8.6	5.5	11.8	10.5	7.4	6.2	12.9
Return on Equity (%) **50**	3.5	•	6.9	9.9	0.4	19.6	12.6	11.3	10.3	32.9

PHOTOGRAPHIC EQUIPMENT AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	516	•	445	•	•	•	49	•	•	•	•	•	4
Revenues ($ in Thousands)														
Net Sales	2	26078518	•	255131	•	•	•	150269	•	•	•	•	•	24794918
Portfolio Income	3	5533436	•	•	•	•	•	17	•	•	•	•	•	5526008
Other Revenues	4	2099731	•	•	•	•	•	1	•	•	•	•	•	2099041
Total Revenues	5	33711685	•	255131	•	•	•	150287	•	•	•	•	•	32419967
Average Total Revenues	6	65333	•	573	•	•	•	3067	•	•	•	•	•	8104992
Operating Costs/Operating Income (%)														
Cost of Operations	7	50.5	•	64.1	•	•	•	57.1	•	•	•	•	•	50.1
Salaries and Wages	8	17.3	•	15.1	•	•	•	7.3	•	•	•	•	•	17.5
Taxes Paid	9	2.9	•	1.1	•	•	•	2.5	•	•	•	•	•	3.0
Interest Paid	10	5.5	•	0.4	•	•	•	0.5	•	•	•	•	•	5.7
Depreciation, Depletion, Amortization	11	3.0	•	1.8	•	•	•	1.8	•	•	•	•	•	3.0
Pensions and Other Benefits	12	5.2	•	•	•	•	•	1.4	•	•	•	•	•	5.4
Other	13	28.0	•	14.4	•	•	•	12.0	•	•	•	•	•	28.7
Officers Compensation	14	0.4	•	•	•	•	•	12.4	•	•	•	•	•	0.3
Operating Margin	15	•	•	3.2	•	•	•	4.9	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	3.2	•	•	•	17.4	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	20490	•	•	•	•	•	322	•	•	•	•	•	2604226
Inventories	18	3677	•	•	•	•	•	322	•	•	•	•	•	428323
Net Property, Plant and Equipment	19	12895	•	15	•	•	•	431	•	•	•	•	•	1615140
Total Assets	20	94032	•	40	•	•	•	1416	•	•	•	•	•	11928710

Notes and Loans Payable **21**	18418	•	48	•	•	•	345	•	•	•	•	•	2311766
All Other Liabilities **22**	57023	•	6	•	•	•	758	•	•	•	•	•	7296748
Net Worth **23**	18590	•	-13	•	•	•	313	•	•	•	•	•	2320195

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.9	•	•	•	1.0	•	•	•	•	•	1.4
Quick Ratio **25**	1.1	•	0.9	•	•	•	0.5	•	•	•	•	•	1.1
Net Sales to Working Capital **26**	3.2	•	•	•	•	•	•	•	•	•	•	•	3.1
Coverage Ratio **27**	4.5	•	8.6	•	•	•	10.4	•	•	•	•	•	4.4
Total Asset Turnover **28**	0.5	•	14.2	•	•	•	2.2	•	•	•	•	•	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	4.9	•	•	•	•	•	•	•	•	•	•	•	4.8
Total Liabilities to Net Worth **31**	4.1	•	•	•	•	•	3.5	•	•	•	•	•	4.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.2	•	•	•	•	•	77.9	•	•	•	•	•	80.6
Return on Assets **33**	13.1	•	•	•	•	•	11.9	•	•	•	•	•	13.1
Return on Equity **34**	34.1	•	•	•	•	•	37.6	•	•	•	•	•	34.5
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	18.9	•	3.2	•	•	•	5.0	•	•	•	•	•	19.5
Profit Margin, After Income Tax **37**	12.6	•	3.2	•	•	•	3.8	•	•	•	•	•	12.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	60.1	60.1	64.6	60.6	64.5	61.1	61.7	59.3	56.5	50.5
Operating Margin (%) **39**	•	0.3	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	1.6	•	•	•	0.3	•	•	•	•
Average Net Receivables ($) **41**	3516	1012	5225	16045	18144	21601	12774	14795	30000	20490
Average Inventories ($) **42**	2108	806	2509	7602	6678	7161	4730	6222	6757	3677
Average Net Worth ($) **43**	8898	1769	8926	21718	18112	24470	16419	21561	33034	18590
Current Ratio (×1) **44**	1.9	2.0	1.6	1.2	1.0	1.2	1.3	1.5	1.5	1.4
Quick Ratio (×1) **45**	1.1	1.1	1.0	0.6	0.7	0.8	0.8	0.9	1.1	1.1
Coverage Ratio (×1) **46**	2.6	3.5	3.8	2.5	1.2	2.7	2.4	3.0	2.2	4.5
Asset Turnover (×1) **47**	1.0	1.3	1.0	0.7	0.8	0.8	0.8	0.8	0.5	0.5
Operating Leverage **48**	•	•	•	0.7	7.8	0.0	334.9	0.3	4.5	1.3
Financial Leverage **49**	0.9	1.3	0.9	0.9	0.3	4.3	0.8	1.4	0.8	1.4
Total Leverage **50**	•	•	•	0.6	2.0	0.0	254.2	0.4	3.7	1.8

RAILROAD TRANSPORTATION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	422	38	•	143	69	•	63	50	15	13	10	4	17
Revenues ($ in Thousands)														
Net Sales	2	47064300	107502	•	2149	53632	•	222610	276945	162936	317781	365531	294716	45260498
Portfolio Income	3	2099574	351	•	607	4276	•	11420	5303	3162	7745	3842	22901	2039964
Other Revenues	4	2513330	4594	•	-1	2132	•	5150	2038	301	16078	30346	15570	2437123
Total Revenues	5	51677204	112447	•	2755	60040	•	239180	284286	166399	341604	399719	333187	49737585
Average Total Revenues	6	122458	2959	•	19	870	•	3797	5686	11093	26277	39972	83297	2925740
Operating Costs/Operating Income (%)														
Cost of Operations	7	35.1	94.7	•	99.0	•	•	0.2	64.1	34.2	31.8	35.0	22.5	35.1
Salaries and Wages	8	19.1	2.9	•	•	17.4	•	26.7	2.7	19.2	17.6	15.9	26.3	19.2
Taxes Paid	9	6.6	4.8	•	12.1	8.3	•	5.4	5.8	6.1	6.8	7.2	7.0	6.6
Interest Paid	10	5.9	6.0	•	•	2.8	•	1.7	4.9	4.4	4.6	4.4	6.2	6.0
Depreciation, Depletion, Amortization	11	8.4	4.6	•	•	11.2	•	5.0	14.4	11.1	11.4	8.8	11.1	8.4
Pensions and Other Benefits	12	4.1	0.2	•	•	0.1	•	3.6	0.7	3.2	4.9	4.0	3.2	4.1
Other	13	25.4	12.3	•	•	62.2	•	63.9	5.8	17.6	26.0	25.4	24.2	25.3
Officers Compensation	14	0.4	0.8	•	•	3.3	•	1.3	0.3	0.8	1.3	1.7	1.7	0.4
Operating Margin	15	•	•	•	•	•	•	•	1.4	3.3	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	1.7	4.1	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13738	•	•	42	0	•	394	709	2439	4720	10361	14208	321938
Inventories	18	2260	•	•	•	•	•	9	88	345	1292	1208	1578	53439
Net Property, Plant and Equipment	19	158722	•	•	101	213	•	1306	4989	10350	25207	48209	107200	3836819
Total Assets	20	228823	•	•	238	314	•	2478	7859	15242	38979	70618	148699	5524842

Notes and Loans Payable **21**	52068	•	•	0	162	•	1567	2639	7815	14255	21806	54407	1234853
All Other Liabilities **22**	90333	•	•	•	6	•	773	1625	3875	11385	22326	45348	2198789
Net Worth **23**	86422	•	•	238	146	•	137	3595	3552	13339	26486	48943	2091201

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	•	0.3	•	0.8	1.3	1.0	1.2	1.1	0.9	0.7
Quick Ratio **25**	0.5	•	•	•	0.3	•	0.4	1.1	0.8	0.9	0.9	0.7	0.5
Net Sales to Working Capital **26**	•	•	•	0.1	•	•	•	15.6	•	19.0	19.7	•	•
Coverage Ratio **27**	1.9	•	•	•	3.5	•	0.9	1.8	2.2	1.7	2.6	2.8	1.9
Total Asset Turnover **28**	0.5	•	•	0.1	2.5	•	1.4	0.7	0.7	0.6	0.5	0.5	0.5
Inventory Turnover **29**	•	•	•	•	•	•	1.2	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	0.7	•	•	•	•	8.9	•	7.1	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	0.0	1.2	•	17.0	1.2	3.3	1.9	1.7	2.0	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.2	•	•	0.1	53.4	•	94.5	54.3	76.7	65.8	62.5	67.1	62.2
Return on Assets **33**	5.4	•	•	1.1	23.6	•	2.1	6.3	7.0	4.9	5.8	8.5	5.3
Return on Equity **34**	3.4	•	•	0.9	30.3	•	•	1.5	16.0	2.5	5.6	11.8	3.4
Return Before Interest on Equity **35**	14.1	•	•	1.1	•	•	•	13.8	30.2	14.2	15.6	25.8	14.1
Profit Margin, Before Income Tax **36**	5.1	•	•	17.1	6.8	•	•	4.1	5.5	3.1	6.9	10.9	5.1
Profit Margin, After Income Tax **37**	2.6	•	•	14.5	5.7	•	•	1.0	5.2	1.4	4.1	7.9	2.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	58.4	51.7	46.2	46.5	43.1	38.8	38.2	37.6	37.7	35.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	13187	19039	12057	10406	8412	9423	9102	9556	14309	13738
Average Inventories ($) **42**	3822	4571	3121	2151	2025	1572	1359	1976	2802	2260
Average Net Worth ($) **43**	72567	104809	72953	73164	48634	58619	49363	61036	96761	86422
Current Ratio (x1) **44**	1.1	0.9	1.2	0.8	0.9	0.7	0.6	0.6	0.7	0.8
Quick Ratio (x1) **45**	0.7	0.6	0.8	0.6	0.4	0.5	0.4	0.4	0.5	0.5
Coverage Ratio (x1) **46**	1.3	•	1.7	1.9	1.2	1.2	1.1	1.2	1.3	1.9
Asset Turnover (x1) **47**	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Total Liabilities/Net Worth (x1) **48**	1.3	1.3	1.2	1.1	2.0	1.7	1.9	1.8	1.8	1.7
Return on Assets (x1) **49**	3.0	•	4.3	5.7	4.3	4.8	3.9	3.9	3.7	5.4
Return on Equity (%) **50**	0.2	•	2.3	3.2	•	•	•	•	0.3	3.4

RAILROAD TRANSPORTATION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	303	•	•	143	69	•	24	19	7	9	7	4	•
Revenues ($ in Thousands)														
Net Sales	2	44992424	•	•	2149	53632	•	152320	183108	83876	231226	285013	294716	•
Portfolio Income	3	1832061	•	•	607	4276	•	10357	5282	2649	7522	3262	22901	•
Other Revenues	4	1985209	•	•	-1	2132	•	2740	607	259	10632	27303	15570	•
Total Revenues	5	48809694	•	•	2755	60040	•	165417	188997	86784	249380	315578	333187	•
Average Total Revenues	6	161088	•	•	19	870	•	6892	9947	12398	27709	45083	83297	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	35.1	•	•	99.0	•	•	•	66.1	38.4	33.5	35.6	22.5	•
Salaries and Wages	8	17.4	•	•	•	17.4	•	24.6	4.0	19.8	18.4	13.9	26.3	•
Taxes Paid	9	6.1	•	•	12.1	8.3	•	7.0	5.0	7.3	5.1	7.4	7.0	•
Interest Paid	10	5.8	•	•	•	2.8	•	0.5	0.6	3.6	4.3	3.7	6.2	•
Depreciation, Depletion, Amortization	11	8.0	•	•	•	11.2	•	1.6	7.8	9.7	12.4	7.8	11.1	•
Pensions and Other Benefits	12	4.0	•	•	•	0.1	•	4.3	0.9	3.7	6.2	4.4	3.2	•
Other	13	24.3	•	•	•	62.2	•	60.2	4.1	3.7	19.7	25.2	24.2	•
Officers Compensation	14	0.4	•	•	•	3.3	•	•	0.4	1.5	1.2	1.2	1.7	•
Operating Margin	15	•	•	•	•	•	•	1.8	11.2	12.3	•	0.8	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	1.8	11.7	13.8	0.4	2.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	16856	•	•	42	0	•	643	1406	2021	4880	8580	14208	•
Inventories	18	2753	•	•	•	•	•	•	216	520	1328	1447	1578	•
Net Property, Plant and Equipment	19	201568	•	•	101	213	•	590	3130	14778	24007	49241	107200	•
Total Assets	20	292402	•	•	238	314	•	1953	9004	20567	37433	69053	148699	•

Notes and Loans Payable **21**	66418	•	•	0	162	•	397	936	5283	14045	19082	54407	•
All Other Liabilities **22**	117389	•	•	•	6	•	639	2677	4739	9150	18375	45348	•
Net Worth **23**	108595	•	•	238	146	•	917	5391	10544	14237	31597	48943	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	0.7	•	•	•	0.3	•	1.0	1.6	1.3	1.5	1.3	0.9	•
Quick Ratio **25**	0.5	•	•	•	0.3	•	1.0	1.4	0.9	1.1	1.1	0.7	•
Net Sales to Working Capital **26**	•	•	•	0.1	•	•	•	6.9	12.5	7.7	9.8	•	•
Coverage Ratio **27**	2.3	•	•	•	3.5	•	•	•	5.4	2.6	4.1	2.8	•
Total Asset Turnover **28**	0.5	•	•	0.1	2.5	•	3.3	1.1	0.6	0.7	0.6	0.5	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	0.7	•	•	•	•	•	•	9.5	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	0.0	1.2	•	1.1	0.7	1.0	1.6	1.2	2.0	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	62.9	•	•	0.1	53.4	•	53.1	40.1	48.7	62.0	54.3	67.1	•
Return on Assets **33**	6.8	•	•	1.1	23.6	•	35.5	16.2	11.3	7.8	8.9	8.5	•
Return on Equity **34**	7.1	•	•	0.9	30.3	•	•	17.6	17.6	8.2	10.1	11.8	•
Return Before Interest on Equity **35**	18.4	•	•	1.1	•	•	•	27.0	22.0	20.4	19.4	25.8	•
Profit Margin, Before Income Tax **36**	7.7	•	•	17.1	6.8	•	10.4	14.5	15.8	7.0	11.4	10.9	•
Profit Margin, After Income Tax **37**	5.2	•	•	14.5	5.7	•	7.3	9.9	15.5	4.5	7.8	7.9	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	57.7	53.6	45.7	48.2	44.7	40.8	41.4	35.7	36.9	35.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	22530	31584	22161	15021	10131	9840	10055	7615	15944	16856
Average Inventories ($) **42**	5972	8619	5589	2998	2245	953	1137	1337	2684	2753
Average Net Worth ($) **43**	128404	193379	138957	112404	58071	59822	58482	36022	103744	108595
Current Ratio (×1) **44**	1.1	0.9	1.2	0.8	0.9	0.8	0.7	0.8	0.8	0.7
Quick Ratio (×1) **45**	0.7	0.6	0.8	0.6	0.3	0.6	0.5	0.6	0.5	0.5
Coverage Ratio (×1) **46**	1.9	1.7	2.1	2.7	2.0	2.0	1.9	2.1	1.8	2.3
Asset Turnover (×1) **47**	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Operating Leverage **48**	1.6	1.3	0.8	0.8	1.6	0.4	1.6	0.4	2.3	0.2
Financial Leverage **49**	0.8	0.9	1.2	1.2	0.8	1.0	1.0	1.2	0.8	1.3
Total Leverage **50**	1.2	1.2	1.0	0.9	1.2	0.4	1.5	0.5	1.9	0.3

LOCAL AND INTERURBAN PASSENGER TRANSIT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	18075	504	10906	3805	1671	356	704	65	47	10	5	•	3
Revenues ($ in Thousands)														
Net Sales	2	10652816	143369	560443	782581	931358	637257	3654615	941421	1239559	405707	439649	•	916856
Portfolio Income	3	108776	23061	3635	2147	16668	1669	27541	11842	7323	2568	1942	•	10380
Other Revenues	4	283887	60	37073	58652	23795	1001	50086	26205	23631	9463	8409	•	45512
Total Revenues	5	11045479	166490	601151	843380	971821	639927	3732242	979468	1270513	417738	450000	•	972748
Average Total Revenues	6	611	330	55	222	582	1798	5301	15069	27032	41774	90000	•	324249
Operating Costs/Operating Income (%)														
Cost of Operations	7	27.7	58.4	7.3	16.5	33.4	42.0	31.5	24.8	38.7	12.9	27.3	•	8.6
Salaries and Wages	8	24.4	7.9	17.6	20.2	21.1	23.8	22.7	28.1	25.0	37.4	32.0	•	31.0
Taxes Paid	9	5.4	5.9	5.0	6.3	5.6	3.4	4.8	5.5	6.6	4.1	6.5	•	6.3
Interest Paid	10	2.3	1.0	2.6	5.1	2.6	1.5	1.5	2.0	1.6	1.2	2.1	•	5.4
Depreciation, Depletion, Amortization	11	6.2	4.5	7.6	10.2	4.0	6.4	6.2	9.0	4.1	5.9	4.9	•	5.5
Pensions and Other Benefits	12	3.8	1.6	0.6	0.8	1.4	2.4	2.6	3.8	9.7	7.3	3.6	•	7.1
Other	13	28.6	10.7	61.1	42.4	27.1	19.5	25.6	26.8	17.1	25.9	24.0	•	40.8
Officers Compensation	14	3.2	4.4	6.1	6.2	5.3	3.5	3.4	2.2	1.0	2.3	1.0	•	0.7
Operating Margin	15	•	5.6	•	•	•	•	1.8	•	•	3.0	•	•	•
Oper. Margin Before Officers Compensation	16	1.7	10.0	•	•	4.8	1.0	5.2	0.1	•	5.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	48	•	0	17	27	132	422	501	2553	5598	18411	•	35554
Inventories	18	5	•	0	0	2	2	68	136	99	287	1552	•	2002
Net Property, Plant and Equipment	19	143	•	12	42	67	351	1278	4096	6155	7946	21767	•	133439
Total Assets	20	368	•	32	171	329	700	2442	6620	15926	29843	105782	•	375478

Notes and Loans Payable **21**	174	•	25	127	208	538	962	3638	6421	10029	35794	•	116530
All Other Liabilities **22**	79	•	2	6	39	73	487	1899	6543	8960	13951	•	118348
Net Worth **23**	115	•	4	38	82	88	993	1083	2962	10854	56037	•	140599

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	1.1	1.9	1.2	1.0	1.3	0.6	0.9	1.4	1.1	•	0.7
Quick Ratio **25**	0.8	•	1.0	1.3	0.8	0.9	1.0	0.4	0.6	1.2	0.9	•	0.5
Net Sales to Working Capital **26**	•	•	•	10.7	45.7	•	28.9	•	•	12.2	30.1	•	•
Coverage Ratio **27**	2.0	•	0.8	1.0	2.5	•	3.7	2.0	0.2	5.8	1.5	•	1.2
Total Asset Turnover **28**	1.6	•	1.6	1.2	1.7	2.6	2.1	2.2	1.7	1.4	0.8	•	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	9.6	•	•
Total Liabilities to Net Worth **31**	2.2	•	6.8	3.6	3.0	7.0	1.5	5.1	4.4	1.8	0.9	•	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.8	•	87.2	78.0	74.9	87.4	59.4	83.6	81.4	63.6	47.0	•	62.6
Return on Assets **33**	7.2	•	3.2	6.3	10.9	•	11.4	8.8	0.6	9.6	2.7	•	5.0
Return on Equity **34**	8.0	•	•	•	24.6	•	16.0	19.3	•	14.8	0.6	•	•
Return Before Interest on Equity **35**	23.0	•	25.1	28.7	•	•	28.0	•	2.9	26.3	5.0	•	13.4
Profit Margin, Before Income Tax **36**	2.2	21.8	•	0.2	3.9	•	3.9	2.0	•	5.8	1.1	•	0.8
Profit Margin, After Income Tax **37**	1.6	20.2	•	•	3.7	•	3.1	1.5	•	4.0	0.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	42.6	42.2	39.9	41.5	36.7	41.4	35.8	30.9	28.1	27.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	2.6	•	1.5	2.5	2.4	1.7
Average Net Receivables ($) **41**	264	358	204	257	56	61	50	45	55	48
Average Inventories ($) **42**	29	35	27	38	8	12	7	4	7	5
Average Net Worth ($) **43**	175	196	167	204	101	58	104	97	118	115
Current Ratio (x1) **44**	1.5	1.6	1.2	1.4	1.1	1.0	1.0	1.1	1.2	1.1
Quick Ratio (x1) **45**	1.2	1.3	1.0	1.1	0.8	0.7	0.7	0.7	0.9	0.8
Coverage Ratio (x1) **46**	1.3	1.4	1.3	1.1	1.8	0.6	1.4	1.6	1.4	2.0
Asset Turnover (x1) **47**	0.9	0.9	0.9	1.1	1.9	1.9	2.0	2.1	1.8	1.6
Total Liabilities/Net Worth (x1) **48**	4.5	5.0	4.4	4.1	2.6	5.8	2.8	2.5	2.3	2.2
Return on Assets (x1) **49**	8.4	8.6	6.9	6.6	8.2	2.9	6.2	6.9	5.8	7.2
Return on Equity (%) **50**	6.5	8.3	5.0	0.7	8.8	•	2.6	5.6	2.0	8.0

LOCAL AND INTERURBAN PASSENGER TRANSIT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9677	276	4924	2329	1330	208	513	54	29	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	7730728	134517	318018	471333	726710	314088	2865957	856862	1019274	•	•	•	•
Portfolio Income	3	89376	22847	3619	751	16288	268	22438	10876	3255	•	•	•	•
Other Revenues	4	199275	39	34842	54008	16681	33	41038	24178	11303	•	•	•	•
Total Revenues	5	8019379	157403	356479	526092	759679	314389	2929433	891916	1033832	•	•	•	•
Average Total Revenues	6	829	570	72	226	571	1511	5710	16517	35649	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	26.5	62.3	1.9	15.2	33.6	10.3	28.3	20.0	46.5	•	•	•	•
Salaries and Wages	8	23.8	6.5	13.3	14.1	14.9	37.6	23.0	30.8	20.5	•	•	•	•
Taxes Paid	9	5.3	6.1	4.4	6.8	5.9	5.7	4.9	5.5	5.9	•	•	•	•
Interest Paid	10	2.0	0.9	3.5	4.5	2.7	2.2	1.4	1.5	0.8	•	•	•	•
Depreciation, Depletion, Amortization	11	6.0	4.0	8.3	9.3	4.6	8.2	6.4	7.4	1.8	•	•	•	•
Pensions and Other Benefits	12	4.0	1.6	0.6	0.6	1.3	2.6	3.0	4.1	10.7	•	•	•	•
Other	13	27.1	7.5	61.8	44.6	28.9	26.1	26.0	29.0	12.0	•	•	•	•
Officers Compensation	14	3.7	4.7	7.0	8.3	5.6	6.1	4.0	2.4	1.0	•	•	•	•
Operating Margin	15	1.8	6.5	•	•	2.5	1.4	3.2	•	0.9	•	•	•	•
Oper. Margin Before Officers Compensation	16	5.5	11.2	6.3	5.0	8.1	7.4	7.1	1.7	1.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	57	•	1	11	30	49	398	544	2220	•	•	•	•
Inventories	18	7	•	•	0	2	2	75	139	161	•	•	•	•
Net Property, Plant and Equipment	19	170	•	13	32	69	454	1393	3997	4676	•	•	•	•
Total Assets	20	468	•	46	174	344	663	2546	6953	16725	•	•	•	•

Notes and Loans Payable **21**	198	•	33	107	195	376	956	2964	4845	•	•	•	•
All Other Liabilities **22**	104	•	1	5	40	40	534	2285	7404	•	•	•	•
Net Worth **23**	166	•	11	62	110	247	1057	1704	4476	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	1.1	3.5	1.5	1.4	1.3	0.6	1.1	•	•	•	•
Quick Ratio **25**	0.8	•	0.9	2.1	0.9	1.2	0.9	0.4	0.6	•	•	•	•
Net Sales to Working Capital **26**	•	•	•	6.0	22.5	27.2	28.4	•	•	•	•	•	•
Coverage Ratio **27**	3.8	•	4.3	2.9	3.6	1.7	4.8	3.2	3.7	•	•	•	•
Total Asset Turnover **28**	1.7	•	1.4	1.2	1.6	2.3	2.2	2.3	2.1	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	3.2	1.8	2.2	1.7	1.4	3.1	2.7	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.6	•	76.2	64.4	68.2	62.7	58.5	75.5	73.2	•	•	•	•
Return on Assets **33**	12.7	•	21.2	15.0	15.5	8.3	14.8	11.3	6.2	•	•	•	•
Return on Equity **34**	22.3	•	•	24.3	33.5	7.3	22.7	26.4	15.5	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	22.1	•	•	23.2	•	•	•	•
Profit Margin, Before Income Tax **36**	5.5	23.6	11.4	8.3	7.0	1.5	5.4	3.4	2.2	•	•	•	•
Profit Margin, After Income Tax **37**	4.6	21.9	11.1	7.5	6.7	1.2	4.3	2.8	2.0	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	45.6	44.4	42.2	36.1	38.7	42.2	37.5	35.0	31.5	26.5
Operating Margin (%) **39**	•	•	•	1.6	3.6	•	2.6	3.0	3.3	1.8
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	5.9	7.5	3.3	6.1	6.9	6.7	5.5
Average Net Receivables ($) **41**	549	616	332	65	46	76	53	50	52	57
Average Inventories ($) **42**	57	58	45	8	4	16	8	6	10	7
Average Net Worth ($) **43**	346	339	269	205	116	153	138	141	160	166
Current Ratio (×1) **44**	1.6	1.8	1.2	1.2	1.2	1.2	1.1	1.4	1.4	1.1
Quick Ratio (×1) **45**	1.3	1.5	1.1	0.9	1.0	0.9	0.8	0.9	1.1	0.8
Coverage Ratio (×1) **46**	1.6	1.7	1.6	4.9	4.5	3.3	3.7	4.1	3.9	3.8
Asset Turnover (×1) **47**	0.8	0.8	0.8	1.9	2.0	2.1	2.2	2.3	1.8	1.7
Operating Leverage **48**	1.1	1.0	0.7	•	2.2	•	•	1.2	1.1	0.6
Financial Leverage **49**	0.9	1.1	1.1	2.2	1.0	0.9	1.1	1.0	1.0	1.0
Total Leverage **50**	1.0	1.1	0.8	•	2.1	•	•	1.2	1.1	0.6

TRUCKING AND WAREHOUSING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	73551	5513	36987	12644	7383	5185	4768	506	330	119	56	35	25
Revenues ($ in Thousands)														
Net Sales	2	148396095	689562	6529558	7534945	8761479	11171326	26399510	8195785	9032024	6531376	6307349	7173476	50069706
Portfolio Income	3	1529200	87844	42067	78762	106588	92570	172998	54589	107849	99820	99379	103987	482749
Other Revenues	4	2196920	8589	38948	25321	138947	44790	294419	74661	207789	270019	164733	85819	842880
Total Revenues	5	152122215	785995	6610573	7639028	9007014	11308686	26866927	8325035	9347662	6901215	6571461	7363282	51395335
Average Total Revenues	6	2068	143	179	604	1220	2181	5635	16453	28326	57993	117348	210379	2055813
Operating Costs/Operating Income (%)														
Cost of Operations	7	31.3	30.0	23.8	31.3	35.4	35.8	43.7	47.1	34.5	30.3	35.0	32.0	20.3
Salaries and Wages	8	20.1	12.1	13.8	12.9	15.4	13.6	14.0	12.4	17.5	20.5	18.7	18.4	29.7
Taxes Paid	9	4.8	5.3	3.9	4.4	4.3	4.2	4.0	3.8	5.1	6.3	5.2	5.1	5.3
Interest Paid	10	1.4	1.6	1.0	1.3	1.3	1.2	1.4	1.4	1.7	2.1	2.3	2.1	1.2
Depreciation, Depletion, Amortization	11	5.3	4.5	4.5	5.0	5.3	4.9	5.1	5.4	5.9	7.0	7.0	8.3	4.7
Pensions and Other Benefits	12	4.1	1.2	0.6	2.1	1.4	1.7	1.8	2.4	3.3	3.3	2.9	2.8	7.9
Other	13	30.4	46.6	44.4	36.6	33.5	34.2	26.4	24.5	31.3	32.0	29.5	28.2	29.3
Officers Compensation	14	2.0	2.4	5.9	5.5	4.4	3.5	2.6	1.6	1.8	1.0	1.0	0.9	0.3
Operating Margin	15	0.8	•	2.1	0.9	•	1.0	1.2	1.5	•	•	•	2.2	1.4
Oper. Margin Before Officers Compensation	16	2.8	•	8.0	6.4	3.5	4.5	3.8	3.1	0.9	•	•	3.1	1.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	197	•	3	24	64	191	557	1764	3574	6526	13439	25755	218766
Inventories	18	11	•	0	3	4	6	32	314	87	521	982	2206	7518
Net Property, Plant and Equipment	19	491	•	17	89	169	328	1024	3335	8346	19368	38116	86673	584236
Total Assets	20	980	•	31	166	358	725	2158	6807	15193	34221	69574	163087	1200489

Notes and Loans Payable **21**	351	•	25	102	190	327	998	2875	7009	15579	31751	55546	257062
All Other Liabilities **22**	282	•	4	27	64	162	473	1801	3164	7767	16266	36527	463864
Net Worth **23**	347	•	2	36	104	236	686	2130	5020	10875	21557	71014	479563

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.0	1.3	1.5	1.5	1.3	1.2	1.2	1.2	1.2	1.4	1.0
Quick Ratio **25**	0.9	•	0.8	1.1	1.2	1.3	1.1	0.9	1.0	0.9	0.9	1.0	0.8
Net Sales to Working Capital **26**	43.3	•	•	44.8	24.9	20.9	26.3	40.0	34.0	33.6	25.4	16.7	•
Coverage Ratio **27**	3.4	7.6	4.4	2.8	2.5	2.9	3.1	3.2	2.5	2.6	2.2	3.3	4.5
Total Asset Turnover **28**	2.1	•	5.7	3.6	3.3	3.0	2.6	2.4	1.8	1.6	1.6	1.3	1.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	14.8	3.6	2.5	2.1	2.2	2.2	2.0	2.2	2.2	1.3	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.6	•	93.7	78.2	71.0	67.4	68.2	68.7	67.0	68.2	69.0	56.5	60.1
Return on Assets **33**	9.7	•	24.5	12.5	10.2	10.1	11.2	10.6	7.8	8.7	8.1	8.8	8.7
Return on Equity **34**	14.7	•	•	34.2	18.9	17.4	20.4	19.9	12.0	12.8	11.7	10.3	11.1
Return Before Interest on Equity **35**	27.3	•	•	•	•	30.9	•	33.8	23.7	27.4	26.2	20.1	21.8
Profit Margin, Before Income Tax **36**	3.3	10.3	3.4	2.2	1.8	2.2	3.0	3.0	2.6	3.4	2.8	4.8	4.1
Profit Margin, After Income Tax **37**	2.5	7.9	3.2	2.1	1.7	1.9	2.5	2.6	2.2	2.5	2.2	3.6	2.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	42.2	41.0	39.4	36.2	38.5	37.8	38.0	32.5	30.7	31.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	0.2	0.8	0.8
Oper. Margin Before Officers Comp. (%) **40**	0.7	1.5	0.4	1.0	0.4	0.7	1.2	2.4	2.8	2.8
Average Net Receivables ($) **41**	169	153	148	150	179	169	165	178	183	197
Average Inventories ($) **42**	15	12	14	11	13	11	11	11	10	11
Average Net Worth ($) **43**	315	342	317	298	298	271	284	291	316	347
Current Ratio (×1) **44**	1.1	1.0	1.1	1.0	1.1	1.0	1.0	1.1	1.1	1.2
Quick Ratio (×1) **45**	0.9	0.8	0.8	0.8	0.9	0.8	0.8	0.8	0.9	0.9
Coverage Ratio (×1) **46**	2.0	2.4	1.7	1.8	1.7	1.7	1.9	2.8	3.4	3.4
Asset Turnover (×1) **47**	1.9	1.9	1.8	1.9	2.0	2.1	2.0	2.1	2.1	2.1
Total Liabilities/Net Worth (×1) **48**	1.7	1.7	1.8	1.9	2.2	2.3	2.1	2.1	1.9	1.8
Return on Assets (×1) **49**	7.1	8.0	5.9	6.7	6.7	7.3	7.4	9.5	9.7	9.7
Return on Equity (%) **50**	4.6	6.9	3.9	5.4	4.9	6.3	7.3	13.4	14.4	14.7

TRUCKING AND WAREHOUSING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	45131	•	20849	8149	4970	3658	3783	422	258	93	47	31	•
Revenues ($ in Thousands)														
Net Sales	2	128999602	•	4421954	5474925	6426921	8851763	22676761	7085342	7597240	5499267	5453575	6407568	•
Portfolio Income	3	1311735	•	36966	59725	65163	69179	151646	42833	91549	82760	87655	93390	•
Other Revenues	4	1976528	•	36175	16066	86974	32625	264374	60872	183141	215246	161360	72939	•
Total Revenues	5	132287865	•	4495095	5550716	6579058	8953567	23092781	7189047	7871930	5797273	5702590	6573897	•
Average Total Revenues	6	2931	•	216	681	1324	2448	6104	17036	30511	62336	121332	212061	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	30.5	•	25.1	28.4	36.0	33.0	42.2	50.4	33.0	29.4	36.2	32.5	•
Salaries and Wages	8	20.8	•	14.5	13.3	13.7	14.4	14.4	9.8	18.2	21.2	17.6	18.4	•
Taxes Paid	9	4.7	•	3.8	4.2	4.0	4.4	3.8	3.4	4.9	6.7	5.1	5.0	•
Interest Paid	10	1.3	•	0.9	1.2	1.3	1.1	1.2	1.4	1.5	2.0	2.0	1.9	•
Depreciation, Depletion, Amortization	11	4.9	•	4.1	4.4	4.9	4.6	4.5	4.9	5.3	6.6	6.6	8.2	•
Pensions and Other Benefits	12	4.3	•	0.4	1.2	1.3	1.7	1.9	1.8	2.9	3.0	2.8	2.8	•
Other	13	29.9	•	39.4	37.0	32.5	35.2	27.1	24.2	32.3	30.9	29.6	27.3	•
Officers Compensation	14	1.9	•	5.9	6.5	4.8	3.3	2.7	1.6	1.8	1.0	1.0	0.9	•
Operating Margin	15	1.9	•	6.0	3.9	1.8	2.4	2.3	2.6	0.2	•	•	3.1	•
Oper. Margin Before Officers Compensation	16	3.7	•	11.9	10.4	6.5	5.7	5.0	4.2	2.0	0.3	•	4.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	280	•	3	27	73	202	588	1876	3528	6666	13159	25661	•
Inventories	18	16	•	•	2	6	8	37	352	98	498	1116	2287	•
Net Property, Plant and Equipment	19	664	•	14	80	170	310	939	3248	8386	19789	37868	88689	•
Total Assets	20	1375	•	32	168	364	734	2182	6901	15397	34870	69512	164622	•

Notes and Loans Payable **21**	433	•	19	89	196	283	905	2879	6600	14444	29022	51381	•
All Other Liabilities **22**	411	•	2	30	64	146	476	1849	3348	7803	15205	37373	•
Net Worth **23**	530	•	11	48	104	305	801	2172	5449	12624	25285	75867	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.1	1.4	1.5	1.6	1.4	1.2	1.2	1.3	1.3	1.4	•
Quick Ratio **25**	0.9	•	1.8	1.3	1.3	1.4	1.2	1.0	0.9	1.1	1.0	1.0	•
Net Sales to Working Capital **26**	37.5	•	33.5	39.2	22.9	17.8	20.2	33.1	43.7	21.3	21.5	16.6	•
Coverage Ratio **27**	4.4	•	9.8	5.5	4.3	4.3	4.4	3.8	3.5	3.5	2.8	4.0	•
Total Asset Turnover **28**	2.1	•	6.6	4.0	3.6	3.3	2.8	2.4	1.9	1.7	1.7	1.3	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	2.0	2.5	2.5	1.4	1.7	2.2	1.8	1.8	1.8	1.2	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.4	•	66.3	71.2	71.5	58.4	63.3	68.5	64.6	63.8	63.6	53.9	•
Return on Assets **33**	11.9	•	•	25.9	19.1	15.3	14.7	13.3	10.1	11.6	9.4	9.5	•
Return on Equity **34**	19.1	•	•	•	•	25.3	27.1	27.8	17.6	18.3	14.0	11.6	•
Return Before Interest on Equity **35**	30.8	•	•	•	•	•	•	•	28.5	31.9	25.9	20.6	•
Profit Margin, Before Income Tax **36**	4.4	•	7.6	5.3	4.1	3.6	4.1	4.1	3.8	4.9	3.7	5.7	•
Profit Margin, After Income Tax **37**	3.5	•	7.5	5.1	3.9	3.2	3.6	3.6	3.3	3.9	3.1	4.3	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	39.5	37.7	38.2	33.7	37.3	34.0	34.6	30.8	30.9	30.5
Operating Margin (%) **39**	1.5	1.5	0.7	1.7	1.1	1.1	1.3	1.9	2.2	1.9
Oper. Margin Before Officers Comp. (%) **40**	3.4	3.3	2.8	3.9	2.9	3.0	3.2	3.9	4.1	3.7
Average Net Receivables ($) **41**	189	211	185	179	237	210	196	214	240	280
Average Inventories ($) **42**	16	17	13	10	14	12	12	13	14	16
Average Net Worth ($) **43**	434	558	498	415	487	416	407	412	467	530
Current Ratio (×1) **44**	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.1	1.2	1.2
Quick Ratio (×1) **45**	1.0	0.9	0.9	0.9	1.0	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (×1) **46**	4.7	4.1	3.6	4.2	3.7	3.4	3.5	4.2	4.8	4.4
Asset Turnover (×1) **47**	2.0	1.9	1.8	2.1	2.0	2.1	2.1	2.1	2.1	2.1
Operating Leverage **48**	1.2	1.0	0.5	2.4	0.6	1.0	1.3	1.4	1.2	0.9
Financial Leverage **49**	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	1.2	0.9	0.5	2.5	0.6	1.0	1.3	1.5	1.2	0.9

WATER TRANSPORTATION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8798	278	3746	1485	1104	1060	878	82	86	18	25	18	17
Revenues ($ in Thousands)														
Net Sales	2	22557582	686503	649573	512255	999901	1333913	2346195	612952	1484618	718352	1494833	2241967	9476521
Portfolio Income	3	631583	15305	1940	2154	1450	12166	35265	15132	44985	16092	32018	47544	407533
Other Revenues	4	669002	72189	15558	12218	3063	1445	77594	20187	57639	7844	32250	29047	339964
Total Revenues	5	23858167	773997	667071	526627	1004414	1347524	2459054	648271	1587242	742288	1559101	2318558	10224018
Average Total Revenues	6	2712	2784	178	355	910	1271	2801	7906	18456	41238	62364	128809	601413
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	35.4	13.1	62.2	47.3	19.0	40.7	46.5	49.4	56.9	54.0	64.7	62.0
Salaries and Wages	8	10.1	0.7	9.9	11.4	15.9	15.6	13.7	13.4	10.9	9.5	8.4	8.5	8.8
Taxes Paid	9	2.1	0.6	3.0	3.0	2.5	3.4	3.5	3.6	3.7	2.4	2.3	1.8	1.3
Interest Paid	10	3.6	1.0	0.3	1.0	1.1	2.0	2.2	4.4	2.5	2.8	3.6	3.4	5.1
Depreciation, Depletion, Amortization	11	5.5	3.2	1.8	3.8	3.1	3.8	4.6	6.6	6.1	7.6	7.5	4.7	6.2
Pensions and Other Benefits	12	2.2	•	1.0	0.4	1.0	0.7	0.9	0.6	1.3	1.9	1.8	2.5	3.4
Other	13	25.8	83.2	68.4	20.1	27.4	55.0	31.9	26.5	24.2	19.3	21.5	13.2	17.5
Officers Compensation	14	1.7	0.3	6.4	4.4	3.7	2.8	3.7	1.9	2.6	1.8	1.5	1.1	0.6
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	0.1	•
Oper. Margin Before Officers Compensation	16	•	•	2.5	•	1.8	0.7	2.5	•	1.9	•	1.0	1.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	301	•	7	31	69	80	270	1508	2930	6375	10828	22123	59746
Inventories	18	47	•	1	12	15	10	77	108	162	312	917	3519	10482
Net Property, Plant and Equipment	19	1281	•	15	75	192	447	1065	3546	8628	22356	34849	65782	352488
Total Assets	20	2702	•	37	178	355	737	2106	6681	15456	37256	70458	154147	780313

Notes and Loans Payable **21**	1069	•	28	224	184	485	1025	5465	6245	14629	28281	51757	262802
All Other Liabilities **22**	725	•	1	53	80	125	526	1776	3500	10997	17922	52132	210499
Net Worth **23**	908	•	8	-99	91	127	555	-560	5712	11630	24255	50258	307011

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	7.8	1.9	1.4	1.3	1.4	0.7	1.6	1.1	1.1	1.0	1.0
Quick Ratio **25**	0.8	•	7.1	1.6	1.1	1.1	0.9	0.5	1.3	1.0	0.9	0.8	0.6
Net Sales to Working Capital **26**	40.1	•	12.5	9.1	21.1	29.7	12.6	•	7.8	•	30.0	•	•
Coverage Ratio **27**	1.7	•	•	•	•	0.5	2.7	1.5	3.4	1.4	2.1	2.2	1.7
Total Asset Turnover **28**	1.0	•	4.7	1.9	2.6	1.7	1.3	1.1	1.1	1.1	0.9	0.8	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	9.9	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	3.8	•	2.9	4.8	2.8	•	1.7	2.2	1.9	2.1	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.4	•	78.9	•	74.4	82.8	73.6	•	63.1	68.8	65.6	67.4	60.7
Return on Assets **33**	5.7	•	•	•	•	1.5	7.4	7.5	9.5	4.3	6.3	5.9	6.3
Return on Equity **34**	3.8	•	•	12.8	•	•	14.8	•	14.3	1.5	5.2	6.5	3.9
Return Before Interest on Equity **35**	17.0	•	•	8.3	•	8.8	28.2	•	25.6	13.7	18.3	18.2	15.9
Profit Margin, Before Income Tax **36**	2.5	•	•	•	•	•	3.7	2.4	6.0	1.2	3.9	3.9	3.6
Profit Margin, After Income Tax **37**	1.4	•	•	•	•	•	3.1	1.1	4.7	0.4	2.1	2.6	2.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.6	64.5	60.4	58.5	58.3	60.8	55.6	52.7	53.4	52.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	458	388	390	445	515	433	413	264	323	301
Average Inventories ($) **42**	75	79	66	84	89	91	51	56	57	47
Average Net Worth ($) **43**	1047	1145	670	670	834	785	854	702	896	908
Current Ratio (x1) **44**	0.9	1.1	1.1	1.1	1.1	1.1	1.1	1.0	1.2	1.1
Quick Ratio (x1) **45**	0.7	0.7	0.7	0.8	0.8	0.8	0.8	0.7	0.9	0.8
Coverage Ratio (x1) **46**	0.3	0.3	0.7	1.8	1.7	1.5	1.8	1.6	1.7	1.7
Asset Turnover (x1) **47**	0.7	0.7	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0
Total Liabilities/Net Worth (x1) **48**	2.5	2.0	3.2	3.2	3.0	2.5	2.2	2.3	2.1	2.0
Return on Assets (x1) **49**	1.1	1.1	2.4	6.9	7.6	6.4	6.5	5.3	5.4	5.7
Return on Equity (%) **50**	•	•	•	8.8	7.9	4.2	5.6	2.7	4.0	3.8

WATER TRANSPORTATION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4991	234	1899	877	702	590	518	59	54	13	17	13	13
Revenues ($ in Thousands)														
Net Sales	2	18848973	458125	492413	406578	767061	1281204	1698870	521768	1041609	626201	935785	1641176	8978184
Portfolio Income	3	418732	15137	37	1734	1333	12050	30074	14276	31782	13694	17801	34834	245980
Other Revenues	4	542106	11794	15231	12219	748	1274	54580	19900	42421	3904	24698	16204	339132
Total Revenues	5	19809811	485056	507681	420531	769142	1294528	1783524	555944	1115812	643799	978284	1692214	9563296
Average Total Revenues	6	3969	2073	267	480	1096	2194	3443	9423	20663	49523	57546	130170	735638
Operating Costs/Operating Income (%)														
Cost of Operations	7	51.5	10.0	2.4	65.5	52.6	18.7	36.4	40.6	46.8	56.8	54.9	58.3	62.2
Salaries and Wages	8	9.8	0.2	8.0	7.8	13.5	15.5	13.1	14.4	10.1	8.2	7.8	9.8	8.7
Taxes Paid	9	2.1	0.8	2.4	2.7	2.1	3.2	3.6	3.8	4.3	2.5	2.0	1.9	1.3
Interest Paid	10	2.6	0.1	0.2	0.8	0.8	0.9	1.4	3.5	2.2	2.6	3.3	3.0	3.3
Depreciation, Depletion, Amortization	11	4.9	0.5	1.7	1.6	2.6	2.9	3.8	5.9	5.8	5.6	6.5	4.8	5.7
Pensions and Other Benefits	12	2.3	•	0.2	0.5	0.8	0.7	0.7	0.6	1.5	2.2	1.5	2.7	3.5
Other	13	25.3	87.6	78.6	14.0	23.2	52.9	34.8	27.0	23.8	18.8	18.1	15.5	17.3
Officers Compensation	14	1.6	0.2	4.8	5.5	3.4	2.7	3.8	2.1	2.3	2.0	1.6	1.3	0.6
Operating Margin	15	•	0.7	1.9	1.7	1.2	2.7	2.5	2.1	3.3	1.3	4.4	2.8	•
Oper. Margin Before Officers Compensation	16	1.7	0.9	6.7	7.2	4.6	5.3	6.2	4.2	5.5	3.3	6.0	4.1	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	437	•	6	42	58	139	394	2062	2863	7659	9330	21815	75892
Inventories	18	59	•	1	5	2	4	83	141	204	163	953	2506	13366
Net Property, Plant and Equipment	19	1607	•	18	47	182	282	893	2965	7631	23696	33825	67663	372248
Total Assets	20	3639	•	48	169	333	747	2230	6821	14578	39678	72239	153042	859414

Notes and Loans Payable **21**	1138	•	7	21	156	320	855	3659	4648	16233	26786	49316	240726
All Other Liabilities **22**	1028	•	1	57	77	188	546	1818	3933	10528	17072	56795	241845
Net Worth **23**	1474	•	40	91	99	239	828	1345	5998	12918	28381	46932	376843

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	8.1	1.9	1.3	1.4	1.5	1.0	1.6	1.2	1.3	1.0	1.0
Quick Ratio **25**	0.8	•	7.5	1.7	1.2	1.2	1.0	0.7	1.2	1.1	1.0	0.8	0.6
Net Sales to Working Capital **26**	45.0	•	15.9	9.6	37.4	21.4	10.3	•	9.3	21.8	13.0	•	•
Coverage Ratio **27**	3.2	•	•	7.1	3.0	5.1	6.3	3.5	5.7	2.6	3.8	3.2	2.4
Total Asset Turnover **28**	1.0	•	5.4	2.8	3.3	2.9	1.5	1.3	1.3	1.2	0.8	0.8	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	8.6	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.2	0.9	2.4	2.1	1.7	4.1	1.4	2.1	1.6	2.3	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.5	•	17.6	45.9	70.1	68.0	62.9	80.3	58.9	67.5	60.7	69.3	56.2
Return on Assets **33**	8.4	•	28.2	16.3	7.4	13.3	13.0	15.8	16.7	8.2	9.5	7.8	6.3
Return on Equity **34**	10.8	•	32.7	24.3	14.3	31.7	26.4	•	27.8	12.4	12.3	12.7	5.4
Return Before Interest on Equity **35**	20.6	•	34.2	30.2	24.6	•	•	•	•	25.3	24.1	25.4	14.4
Profit Margin, Before Income Tax **36**	5.5	6.5	5.0	5.1	1.5	3.7	7.5	8.7	10.4	4.2	9.1	6.5	4.5
Profit Margin, After Income Tax **37**	4.2	6.4	5.0	4.8	1.3	3.5	6.7	7.3	8.7	3.3	6.4	4.7	3.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	59.0	59.1	56.3	57.5	52.8	56.8	56.1	54.5	54.2	51.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	0.5	•	•	•	1.7
Average Net Receivables ($) **41**	526	547	593	894	1213	703	614	582	442	437
Average Inventories ($) **42**	91	114	111	126	183	149	65	94	71	59
Average Net Worth ($) **43**	1177	1605	1724	1916	2123	1460	1557	1845	1557	1474
Current Ratio (×1) **44**	1.4	1.3	1.5	1.3	1.3	1.2	1.1	1.1	1.3	1.1
Quick Ratio (×1) **45**	1.0	0.8	1.0	1.0	1.0	0.9	0.9	0.8	1.0	0.8
Coverage Ratio (×1) **46**	2.1	2.6	3.1	3.0	2.8	2.8	2.9	3.1	2.8	3.2
Asset Turnover (×1) **47**	1.0	0.9	1.0	0.9	0.9	0.9	0.8	1.0	0.9	1.0
Operating Leverage **48**	1.3	0.7	0.6	1.3	0.9	0.5	2.1	0.9	1.0	•
Financial Leverage **49**	0.9	1.3	1.0	1.1	0.9	1.0	1.0	1.0	1.0	1.1
Total Leverage **50**	1.1	0.9	0.6	1.4	0.9	0.5	2.1	0.9	0.9	•

TRANSPORTATION BY AIR

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7741	1162	3233	1241	605	585	643	123	65	34	12	18	21
Revenues ($ in Thousands)														
Net Sales	2	103027756	400075	258118	526080	389816	377917	1531493	758010	2408278	2684001	1075888	2750529	89867550
Portfolio Income	3	2049158	22688	107	1735	983	2599	6949	4147	9740	29913	14324	75520	1880457
Other Revenues	4	2053622	14817	4037	14037	2531	20241	44592	13021	9097	58437	38307	130057	1704445
Total Revenues	5	107130536	437580	262262	541852	393330	400757	1583034	775178	2427115	2772351	1128519	2956106	93452452
Average Total Revenues	6	13839	377	81	437	650	685	2462	6302	37340	81540	94043	164228	4450117
Operating Costs/Operating Income (%)														
Cost of Operations	7	27.1	21.1	14.3	44.1	55.7	48.7	62.1	65.7	47.4	62.0	26.6	36.8	24.0
Salaries and Wages	8	21.6	11.3	29.1	9.8	6.6	21.0	11.0	12.4	12.4	12.4	16.0	13.2	22.8
Taxes Paid	9	2.7	2.4	3.9	1.8	3.1	3.5	2.4	1.9	2.1	2.1	2.1	2.3	2.8
Interest Paid	10	3.3	3.3	0.6	2.3	1.0	4.0	2.3	1.6	1.0	1.3	1.9	3.7	3.5
Depreciation, Depletion, Amortization	11	7.6	5.8	4.8	6.0	5.6	12.8	9.9	6.3	3.0	2.5	3.7	8.4	7.8
Pensions and Other Benefits	12	5.1	0.8	1.6	0.6	0.8	1.9	0.9	1.0	1.4	1.6	1.8	3.2	5.5
Other	13	36.9	75.5	40.0	42.5	34.3	36.7	19.9	19.2	32.7	20.4	51.1	56.9	37.0
Officers Compensation	14	0.4	0.8	7.7	1.5	4.5	3.0	2.8	1.3	1.5	0.7	0.9	0.7	0.2
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	5.8	•	•	•	•	•	0.1	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1152	•	4	23	79	79	298	770	4403	7260	15311	20490	352747
Inventories	18	313	•	1	1	15	21	184	100	1572	1997	2826	9067	90464
Net Property, Plant and Equipment	19	7022	•	18	70	186	344	1559	4589	5305	15943	20895	79437	2369727
Total Assets	20	12243	•	29	170	342	708	2256	6801	14747	34727	67464	168543	4075181

Notes and Loans Payable **21**	4913	•	59	165	225	312	1747	2708	5239	16649	21423	103724	1563255
All Other Liabilities **22**	6060	•	-3	83	127	171	413	1213	6587	23189	24314	203348	1955163
Net Worth **23**	1270	•	-27	-79	-10	224	96	2880	2922	-5112	21727	-138529	556763

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	1.8	0.8	1.0	1.3	1.3	1.1	1.1	0.7	1.1	0.4	0.8
Quick Ratio **25**	0.5	•	1.4	0.7	0.8	0.7	0.9	0.9	0.7	0.5	0.9	0.2	0.5
Net Sales to Working Capital **26**	•	•	16.3	•	•	11.5	16.8	•	46.9	•	23.4	•	•
Coverage Ratio **27**	0.9	•	0.5	•	•	•	•	•	0.3	1.4	1.4	•	1.1
Total Asset Turnover **28**	1.1	•	2.7	2.5	1.9	0.9	1.1	0.9	2.5	2.3	1.3	0.9	1.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	8.6	•	•	•	•	2.2	22.6	1.4	4.1	•	2.1	•	6.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	89.6	•	•	•	•	68.3	95.8	57.7	80.2	•	67.8	•	86.3
Return on Assets **33**	3.0	•	0.8	•	•	•	•	•	0.8	4.0	3.5	•	4.0
Return on Equity **34**	•	•	1.1	31.1	•	•	•	•	•	0.3	1.4	20.6	•
Return Before Interest on Equity **35**	29.0	•	•	18.5	•	•	•	•	4.2	•	10.8	15.4	29.5
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	0.5	0.8	•	0.4
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	•	•	•	•	0.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	43.5	41.6	38.2	38.8	40.4	42.3	40.8	38.2	36.3	27.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	756	800	953	1210	908	1812	1504	1310	1054	1152
Average Inventories ($) **42**	149	156	250	319	247	384	309	270	302	313
Average Net Worth ($) **43**	1961	2035	2512	2447	1476	898	520	-50	1194	1270
Current Ratio (x1) **44**	1.0	0.9	1.0	0.9	0.8	0.7	0.7	0.7	0.7	0.8
Quick Ratio (x1) **45**	0.6	0.5	0.5	0.6	0.5	0.5	0.5	0.5	0.5	0.5
Coverage Ratio (x1) **46**	0.8	0.7	1.9	2.6	1.6	0.4	•	•	0.2	0.9
Asset Turnover (x1) **47**	1.0	0.8	0.9	1.1	1.1	1.1	0.9	1.0	1.1	1.1
Total Liabilities/Net Worth (x1) **48**	2.6	2.8	2.5	3.2	4.4	12.9	21.0	•	8.0	8.6
Return on Assets (x1) **49**	2.7	2.3	6.3	8.5	5.5	1.2	•	•	0.8	3.0
Return on Equity (%) **50**	•	•	5.7	12.7	5.4	•	•	1078.7	•	•

TRANSPORTATION BY AIR

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2258	451	1033	327	123	42	147	43	48	15	8	10	12
Revenues ($ in Thousands)														
Net Sales	2	62056529	199944	224458	427196	205032	65525	1140770	596782	1914712	1870820	567105	1966865	52877321
Portfolio Income	3	1337732	17542	6	1293	229	•	232	590	6110	10557	5060	16278	1279836
Other Revenues	4	1197552	2559	4037	13053	28	6848	14803	12351	7423	21761	36444	37640	1040603
Total Revenues	5	64591813	220045	228501	441542	205289	72373	1155805	609723	1928245	1903138	608609	2020783	55197760
Average Total Revenues	6	28606	488	221	1350	1669	1723	7863	14180	40172	126876	76076	202078	4599813
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.2	16.4	13.9	52.8	51.7	76.1	62.5	74.6	49.2	66.2	26.6	34.0	25.6
Salaries and Wages	8	19.7	18.8	33.5	8.9	9.2	3.0	11.6	8.0	10.9	12.0	14.7	11.3	21.0
Taxes Paid	9	3.1	3.8	4.2	1.5	3.9	2.3	2.0	1.1	2.3	2.1	2.2	2.3	3.3
Interest Paid	10	2.7	0.3	0.7	0.5	•	1.1	0.9	0.7	0.9	1.0	2.5	2.1	3.0
Depreciation, Depletion, Amortization	11	6.5	2.6	2.7	2.7	1.8	1.4	3.1	2.6	2.3	1.8	4.6	7.5	7.0
Pensions and Other Benefits	12	5.5	1.0	1.8	0.7	1.3	•	1.1	0.8	1.1	1.5	1.5	2.0	6.2
Other	13	33.2	57.5	33.8	33.7	14.9	19.2	12.6	9.8	27.6	11.8	45.3	37.0	34.6
Officers Compensation	14	0.5	1.1	7.9	1.0	5.5	2.2	3.5	0.9	1.7	0.7	1.2	0.7	0.3
Operating Margin	15	•	•	1.6	•	11.7	•	2.7	1.5	4.1	3.0	1.4	3.3	•
Oper. Margin Before Officers Compensation	16	0.2	•	9.4	•	17.2	•	6.2	2.4	5.7	3.7	2.6	3.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2301	•	11	83	105	477	1018	1766	5217	10687	18168	24354	341610
Inventories	18	497	•	2	4	2	117	462	202	2014	3466	3188	14095	60140
Net Property, Plant and Equipment	19	12356	•	29	19	49	3	825	2950	4601	14082	22123	95985	2170107
Total Assets	20	22298	•	58	210	286	603	2583	6073	14706	37724	67685	172319	3831928

Notes and Loans Payable **21**	7408	•	29	55	•	144	920	1909	3892	10670	25824	53630	1280509
All Other Liabilities **22**	11429	•	0	184	76	111	1161	2041	6072	22899	21782	46359	2016726
Net Worth **23**	3461	•	28	-29	209	348	503	2123	4741	4155	20079	72329	534692

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.5	0.9	2.8	3.7	2.1	1.0	1.4	0.9	1.3	1.4	0.9
Quick Ratio **25**	0.7	•	1.1	0.8	2.7	3.0	1.5	0.9	0.9	0.7	1.1	1.0	0.6
Net Sales to Working Capital **26**	•	•	23.7	•	12.4	3.6	8.7	•	16.4	•	9.3	10.4	•
Coverage Ratio **27**	2.4	•	6.0	4.7	•	6.0	5.3	6.5	6.2	5.9	4.5	3.9	2.2
Total Asset Turnover **28**	1.2	•	3.8	6.2	5.8	2.6	3.0	2.3	2.7	3.3	1.1	1.2	1.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	9.5	•
Receivables Turnover **30**	•	•	•	•	•	6.6	•	•	•	•	7.8	•	•
Total Liabilities to Net Worth **31**	5.5	•	1.1	•	0.4	0.7	4.1	1.9	2.1	8.1	2.4	1.4	6.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	84.5	•	51.2	•	26.8	42.3	80.5	65.1	67.8	89.0	70.3	58.0	86.1
Return on Assets **33**	8.0	•	15.2	13.8	•	16.5	14.8	10.0	15.2	18.7	11.8	9.1	7.5
Return on Equity **34**	22.0	•	25.3	•	•	19.1	•	18.9	35.1	•	28.0	12.4	20.5
Return Before Interest on Equity **35**	•	•	31.1	•	•	28.6	•	28.5	•	•	•	21.8	•
Profit Margin, Before Income Tax **36**	3.8	8.6	3.4	1.8	11.9	5.3	4.0	3.7	4.7	4.7	8.7	6.0	3.6
Profit Margin, After Income Tax **37**	2.8	8.2	3.3	1.7	11.9	4.3	3.8	2.9	4.2	4.0	7.9	4.5	2.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	42.8	30.5	35.0	35.7	34.5	48.4	50.5	41.7	41.4	29.2
Operating Margin (%) **39**	•	•	•	1.0	•	•	•	•	2.0	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	1.5	•	•	•	0.9	2.7	0.2
Average Net Receivables ($) **41**	1363	2443	1875	2715	1910	2438	869	577	952	2301
Average Inventories ($) **42**	216	514	470	740	480	870	304	143	254	497
Average Net Worth ($) **43**	3391	6723	6052	7589	3995	5921	871	1262	2046	3461
Current Ratio (×1) **44**	1.1	1.0	1.1	0.8	0.8	0.8	1.0	1.2	1.1	0.9
Quick Ratio (×1) **45**	0.7	0.6	0.6	0.6	0.5	0.6	0.7	0.9	0.9	0.7
Coverage Ratio (×1) **46**	2.8	2.3	3.1	4.8	3.4	2.4	1.9	2.8	3.8	2.4
Asset Turnover (×1) **47**	1.1	0.9	0.9	1.1	1.1	1.2	1.3	1.3	1.4	1.2
Operating Leverage **48**	20.2	2.9	0.7	•	•	0.7	4.4	•	83.5	•
Financial Leverage **49**	1.1	0.9	1.1	1.1	1.0	0.7	1.1	1.2	1.2	0.8
Total Leverage **50**	22.8	2.8	0.8	•	•	0.4	4.6	•	99.8	•

PIPE LINES, EXCEPT NATURAL GAS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	164	•	•	•	69	•	42	17	18	11	3	4	•
Revenues ($ in Thousands)														
Net Sales	2	1519119	•	•	•	•	•	27069	94241	247807	257788	81654	810560	•
Portfolio Income	3	46301	•	•	•	•	•	12590	533	1078	1589	7163	23347	•
Other Revenues	4	105723	•	•	•	5922	•	37	10763	7839	37020	270	43873	•
Total Revenues	5	1671143	•	•	•	5922	•	39696	105537	256724	296397	89087	877780	•
Average Total Revenues	6	10190	•	•	•	86	•	945	6208	14262	26945	29696	219445	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	25.4	•	•	•	•	•	22.5	6.4	21.8	28.8	64.2	23.8	•
Salaries and Wages	8	6.0	•	•	•	•	•	14.1	•	7.9	5.8	11.4	5.3	•
Taxes Paid	9	7.1	•	•	•	•	•	5.5	6.3	6.8	10.2	2.9	6.7	•
Interest Paid	10	5.8	•	•	•	•	•	0.2	1.2	1.5	9.5	7.0	6.6	•
Depreciation, Depletion, Amortization	11	5.2	•	•	•	•	•	18.5	4.2	3.5	4.3	8.7	5.3	•
Pensions and Other Benefits	12	1.6	•	•	•	•	•	•	•	1.1	1.3	1.8	2.0	•
Other	13	18.1	•	•	•	•	•	•	57.6	20.3	13.0	2.2	12.4	•
Officers Compensation	14	0.6	•	•	•	•	•	•	•	1.2	1.2	0.4	0.4	•
Operating Margin	15	30.3	•	•	•	•	•	•	24.3	36.0	26.0	1.5	37.6	•
Oper. Margin Before Officers Compensation	16	30.9	•	•	•	•	•	•	24.3	37.2	27.2	1.8	37.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2630	•	•	•	112	•	863	663	1674	3654	10762	68360	•
Inventories	18	107	•	•	•	•	•	89	107	35	313	1615	761	•
Net Property, Plant and Equipment	19	10607	•	•	•	•	•	2244	4219	11138	20314	36554	260012	•
Total Assets	20	16115	•	•	•	320	•	3261	6521	15862	34017	66205	378657	•

Notes and Loans Payable **21**	7059	•	•	•	•	•	•	1541	2988	16944	22008	206317	•
All Other Liabilities **22**	6045	•	•	•	946	•	536	2838	5474	10095	22401	144638	•
Net Worth **23**	3011	•	•	•	-626	•	2725	2142	7400	6978	21795	27702	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	•	•	0.2	•	1.1	1.1	1.1	1.4	0.8	1.3	•
Quick Ratio **25**	0.8	•	•	•	0.2	•	1.0	1.0	0.8	1.1	0.4	1.0	•
Net Sales to Working Capital **26**	31.1	•	•	•	•	•	5.5	21.8	37.7	13.4	•	9.6	•
Coverage Ratio **27**	7.9	•	•	•	•	•	•	•	•	5.3	2.5	8.0	•
Total Asset Turnover **28**	0.6	•	•	•	•	•	0.2	0.9	0.9	0.7	0.4	0.5	•
Inventory Turnover **29**	•	•	•	•	•	•	3.3	6.6	•	•	•	•	•
Receivables Turnover **30**	7.1	•	•	•	•	•	1.5	•	•	•	5.1	5.9	•
Total Liabilities to Net Worth **31**	4.4	•	•	•	•	•	0.2	2.1	1.2	3.9	2.0	12.7	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	81.3	•	•	•	•	•	16.4	67.2	53.4	79.5	67.1	92.7	•
Return on Assets **33**	26.5	•	•	•	25.4	•	•	31.9	35.7	34.8	7.2	28.1	•
Return on Equity **34**	•	•	•	•	•	•	•	•	•	•	9.5	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	21.9	•	•
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	•	10.6	•	•
Profit Margin, After Income Tax **37**	26.1	•	•	•	•	•	•	24.0	27.8	26.4	7.6	29.8	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	68.9	68.3	55.1	41.5	40.8	31.8	42.6	36.9	45.0	25.4
Operating Margin (%) **39**	6.3	4.0	13.7	27.9	29.5	32.6	24.5	24.2	24.4	30.3
Oper. Margin Before Officers Comp. (%) **40**	6.6	4.3	13.9	28.1	29.8	32.8	24.8	24.6	24.6	30.9
Average Net Receivables ($) **41**	2725	5421	2494	3996	4258	2381	3728	1064	2677	2630
Average Inventories ($) **42**	1326	2229	462	591	248	210	570	131	288	107
Average Net Worth ($) **43**	9000	15670	9134	9499	12139	3538	4042	2342	6178	3011
Current Ratio (x1) **44**	1.3	0.7	0.8	0.8	0.7	0.7	1.0	1.0	1.1	1.1
Quick Ratio (x1) **45**	0.7	0.5	0.6	0.6	0.6	0.6	0.6	0.5	0.6	0.8
Coverage Ratio (x1) **46**	3.1	2.5	3.6	7.6	7.6	6.4	7.0	7.5	9.3	7.9
Asset Turnover (x1) **47**	1.2	1.0	1.5	0.8	0.8	0.6	0.7	0.7	0.8	0.6
Total Liabilities/Net Worth (x1) **48**	1.9	2.5	2.9	3.2	2.6	6.3	10.3	4.5	3.7	4.4
Return on Assets (x1) **49**	18.9	12.7	37.3	28.2	28.7	27.3	23.0	25.5	28.2	26.5
Return on Equity (%) **50**	19.8	12.2	62.9	67.8	59.4	112.2	145.2	80.0	78.6	80.3

PIPE LINES, EXCEPT NATURAL GAS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	123	•	•	•	69	•	4	17	18	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	1490116	•	•	•	•	•	19960	94241	247807	•	•	•	•
Portfolio Income	3	32979	•	•	•	•	•	4	533	1078	•	•	•	•
Other Revenues	4	105468	•	•	•	5922	•	34	10763	7839	•	•	•	•
Total Revenues	5	1628563	•	•	•	5922	•	19998	105537	256724	•	•	•	•
Average Total Revenues	6	13240	•	•	•	86	•	5000	6208	14262	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	25.5	•	•	•	•	•	21.6	6.4	21.8	•	•	•	•
Salaries and Wages	8	5.9	•	•	•	•	•	8.8	•	7.9	•	•	•	•
Taxes Paid	9	6.5	•	•	•	•	•	7.1	6.3	6.8	•	•	•	•
Interest Paid	10	5.8	•	•	•	•	•	0.3	1.2	1.5	•	•	•	•
Depreciation, Depletion, Amortization	11	4.9	•	•	•	•	•	1.7	4.2	3.5	•	•	•	•
Pensions and Other Benefits	12	1.6	•	•	•	•	•	•	•	1.1	•	•	•	•
Other	13	15.8	•	•	•	•	•	13.5	57.6	20.3	•	•	•	•
Officers Compensation	14	0.6	•	•	•	•	•	•	•	1.2	•	•	•	•
Operating Margin	15	33.5	•	•	•	•	•	47.1	24.3	36.0	•	•	•	•
Oper. Margin Before Officers Compensation	16	34.1	•	•	•	•	•	47.1	24.3	37.2	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3118	•	•	•	112	•	427	663	1674	•	•	•	•
Inventories	18	130	•	•	•	•	•	590	107	35	•	•	•	•
Net Property, Plant and Equipment	19	13146	•	•	•	•	•	1116	4219	11138	•	•	•	•
Total Assets	20	19604	•	•	•	320	•	2133	6521	15862	•	•	•	•

Notes and Loans Payable **21**	9140	•	•	•	•	•	•	1541	2988	•	•	•	•
All Other Liabilities **22**	7546	•	•	•	946	•	1148	2838	5474	•	•	•	•
Net Worth **23**	2919	•	•	•	-626	•	985	2142	7400	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	•	•	0.2	•	0.9	1.1	1.1	•	•	•	•
Quick Ratio **25**	0.8	•	•	•	0.2	•	0.4	1.0	0.8	•	•	•	•
Net Sales to Working Capital **26**	49.2	•	•	•	•	•	•	21.8	37.7	•	•	•	•
Coverage Ratio **27**	8.4	•	•	•	•	•	•	•	•	•	•	•	•
Total Asset Turnover **28**	0.6	•	•	•	•	•	2.3	0.9	0.9	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	3.7	6.6	•	•	•	•	•
Receivables Turnover **30**	7.8	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	5.7	•	•	•	•	•	1.2	2.1	1.2	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	85.1	•	•	•	•	•	53.8	67.2	53.4	•	•	•	•
Return on Assets **33**	30.0	•	•	•	25.4	•	•	31.9	35.7	•	•	•	•
Return on Equity **34**	•	•	•	•	•	•	•	•	•	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	28.3	•	•	•	•	•	30.3	24.0	27.8	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.0	47.1	54.7	41.5	39.3	31.8	41.5	36.9	43.7	25.5
Operating Margin (%) **39**	7.0	25.7	14.1	27.9	30.9	36.0	28.0	25.2	26.0	33.5
Oper. Margin Before Officers Comp. (%) **40**	7.2	25.9	14.3	28.1	31.1	36.1	28.3	25.7	26.2	34.1
Average Net Receivables ($) **41**	4850	3104	3203	3996	4146	1847	3737	2005	3667	3118
Average Inventories ($) **42**	2493	498	527	591	269	221	386	295	380	130
Average Net Worth ($) **43**	15290	10687	11423	9499	11945	5564	6641	4859	7885	2919
Current Ratio (×1) **44**	1.3	0.9	0.8	0.8	0.6	0.5	1.1	1.0	1.2	1.1
Quick Ratio (×1) **45**	0.7	0.7	0.6	0.6	0.6	0.5	0.7	0.6	0.6	0.8
Coverage Ratio (×1) **46**	3.2	7.3	3.6	7.6	8.3	7.4	8.2	7.7	9.9	8.4
Asset Turnover (×1) **47**	1.3	0.8	1.6	0.8	0.8	0.7	0.8	0.7	0.8	0.6
Operating Leverage **48**	5.6	3.7	0.6	2.0	1.1	1.2	0.8	0.9	1.0	1.3
Financial Leverage **49**	1.0	1.3	0.9	1.3	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	5.5	4.7	0.5	2.6	1.1	1.2	0.8	0.9	1.1	1.3

TRANSPORTATION SERVICES, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	43232	2213	28262	5569	2835	1884	1969	255	138	51	30	13	12
Revenues ($ in Thousands)														
Net Sales	2	61599360	581690	11812817	5163819	3240533	4141495	12105464	5133900	5208268	2703850	3788062	2520783	5198679
Portfolio Income	3	640840	10838	15749	36407	6716	38147	58223	24600	24656	44654	60207	17525	303119
Other Revenues	4	1941184	13604	151353	53461	35261	180514	178935	42545	112241	178537	213265	105880	675588
Total Revenues	5	64181384	606132	11979919	5253687	3282510	4360156	12342622	5201045	5345165	2927041	4061534	2644188	6177386
Average Total Revenues	6	1485	274	424	943	1158	2314	6268	20396	38733	57393	135384	203399	514782
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.5	65.8	71.8	55.2	63.7	68.1	69.2	67.4	68.9	72.0	64.6	66.9	43.2
Salaries and Wages	8	9.9	13.1	8.0	10.5	8.8	10.6	9.2	10.0	8.3	10.0	15.1	12.0	11.3
Taxes Paid	9	2.0	1.8	1.4	2.2	1.9	3.3	1.8	2.0	1.6	2.7	2.0	2.1	3.3
Interest Paid	10	1.6	0.6	0.3	0.6	0.6	0.8	0.8	0.4	1.1	1.4	1.8	1.1	10.4
Depreciation, Depletion, Amortization	11	3.9	3.1	0.8	2.3	1.8	1.8	3.2	1.7	2.5	4.8	2.5	3.0	21.2
Pensions and Other Benefits	12	0.9	1.2	0.2	0.6	0.6	1.0	0.8	1.1	1.2	1.6	1.5	1.7	1.7
Other	13	17.0	22.6	16.7	25.3	16.4	16.0	13.4	15.0	15.5	13.4	17.3	14.9	24.3
Officers Compensation	14	2.5	0.8	3.1	3.8	5.2	4.3	2.8	1.9	1.3	1.0	1.4	0.8	0.4
Operating Margin	15	•	•	•	•	1.2	•	•	0.5	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	0.8	3.4	6.4	•	1.5	2.4	1.0	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	142	•	3	41	124	243	627	2158	5673	6581	21894	37754	81302
Inventories	18	7	•	0	1	4	19	19	151	201	187	1918	1122	6056
Net Property, Plant and Equipment	19	274	•	10	52	84	147	751	2424	4560	15251	19812	47910	503420
Total Assets	20	718	•	31	167	354	669	2172	6978	15992	33174	73408	149392	1071260

Notes and Loans Payable **21**	279	•	27	62	94	221	870	2011	7153	14445	19893	56842	417426
All Other Liabilities **22**	264	•	11	56	177	346	948	2765	6312	12587	33468	50806	325525
Net Worth **23**	174	•	-6	50	83	102	354	2203	2526	6142	20047	41744	328308

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.1	1.4	1.2	1.2	1.0	1.3	1.1	1.0	1.0	0.8	0.5
Quick Ratio **25**	0.7	•	1.0	1.3	1.1	1.1	0.9	1.1	1.0	0.8	0.8	0.6	0.3
Net Sales to Working Capital **26**	•	•	•	35.0	28.7	27.3	•	21.6	35.9	•	•	•	•
Coverage Ratio **27**	1.6	•	•	3.2	5.5	0.3	1.9	5.4	3.1	2.1	1.6	3.8	1.3
Total Asset Turnover **28**	2.0	•	13.5	5.5	3.2	3.3	2.8	2.9	2.4	1.6	1.7	1.3	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.1	•	•	2.3	3.3	5.6	5.1	2.2	5.3	4.4	2.7	2.6	2.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	75.7	•	•	70.0	76.5	84.8	83.7	68.4	84.2	81.5	72.7	72.1	69.4
Return on Assets **33**	5.2	•	•	10.8	9.9	0.8	4.3	6.5	8.1	4.7	5.0	5.5	5.5
Return on Equity **34**	4.9	•	•	22.5	31.6	•	6.2	15.7	26.5	7.7	3.9	8.6	2.3
Return Before Interest on Equity **35**	21.2	•	•	•	•	5.4	26.1	20.5	•	25.2	18.3	19.7	17.9
Profit Margin, Before Income Tax **36**	1.0	•	•	1.3	2.5	•	0.7	1.8	2.3	1.5	1.1	3.1	3.1
Profit Margin, After Income Tax **37**	0.6	•	•	1.2	2.3	•	0.4	1.7	1.8	0.9	0.6	1.9	1.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.1	66.2	66.2	67.3	65.5	65.9	68.0	61.9	64.9	65.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	147	166	139	137	205	205	138	128	142	142
Average Inventories ($) **42**	20	20	14	8	18	23	10	8	7	7
Average Net Worth ($) **43**	173	165	154	125	166	167	141	91	176	174
Current Ratio (x1) **44**	1.2	1.1	1.0	0.9	1.2	1.1	1.0	0.7	0.9	0.9
Quick Ratio (x1) **45**	0.9	0.9	0.8	0.8	0.9	0.9	0.8	0.6	0.7	0.7
Coverage Ratio (x1) **46**	1.1	0.9	1.6	1.2	1.4	1.2	1.3	1.3	1.6	1.6
Asset Turnover (x1) **47**	1.8	1.5	1.7	1.8	1.6	1.6	2.2	2.2	2.1	2.0
Total Liabilities/Net Worth (x1) **48**	3.0	3.6	3.7	4.7	4.4	4.6	3.9	6.1	3.1	3.1
Return on Assets (x1) **49**	5.4	4.1	6.6	5.8	7.6	5.8	5.3	4.8	5.0	5.2
Return on Equity (%) **50**	•	•	6.2	1.9	8.5	1.2	1.4	2.7	4.7	4.9

TRANSPORTATION SERVICES, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	20873	•	11840	3307	2044	1366	1310	152	110	34	20	8	•
Revenues ($ in Thousands)														
Net Sales	2	41888069	•	4384366	3239578	2447760	3120666	9266340	3637614	4226487	1536573	2776794	1689927	•
Portfolio Income	3	525188	•	13956	10131	4918	36209	53327	13338	24333	38324	19465	16494	•
Other Revenues	4	1632293	•	85039	52655	31241	173986	103769	34446	81575	178322	177765	75665	•
Total Revenues	5	44045550	•	4483361	3302364	2483919	3330861	9423436	3685398	4332395	1753219	2974024	1782086	•
Average Total Revenues	6	2110	•	379	999	1215	2438	7193	24246	39385	51565	148701	222761	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	64.3	•	70.9	67.0	59.6	66.7	68.1	70.4	66.3	65.9	68.1	61.8	•
Salaries and Wages	8	9.9	•	8.2	7.8	9.4	11.3	8.8	9.2	8.4	12.2	13.9	14.9	•
Taxes Paid	9	2.2	•	1.6	1.3	2.0	3.3	1.8	2.1	1.8	4.1	1.9	2.4	•
Interest Paid	10	1.8	•	0.3	0.6	0.6	0.6	0.6	0.4	1.0	1.7	0.9	1.3	•
Depreciation, Depletion, Amortization	11	4.5	•	0.9	1.3	2.0	1.8	2.9	1.5	2.5	4.4	2.5	3.7	•
Pensions and Other Benefits	12	1.0	•	0.4	0.6	0.6	1.0	0.8	0.9	1.2	2.3	1.4	1.8	•
Other	13	15.4	•	12.3	16.1	17.3	14.3	13.1	11.4	16.6	17.4	13.4	14.1	•
Officers Compensation	14	2.5	•	4.1	2.6	5.5	4.5	3.0	2.0	1.4	1.2	1.6	1.0	•
Operating Margin	15	•	•	1.4	2.8	3.2	•	0.9	2.3	0.9	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.9	•	5.5	5.3	8.7	1.1	3.9	4.3	2.3	•	•	0.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	238	•	2	47	137	255	781	2600	6154	6597	25546	49762	•
Inventories	18	13	•	0	1	5	26	21	128	241	281	2212	1482	•
Net Property, Plant and Equipment	19	444	•	9	40	85	134	670	2229	4147	12443	20032	63971	•
Total Assets	20	1160	•	33	165	358	678	2167	7124	16290	31649	72893	167166	•

Notes and Loans Payable **21**	392	•	15	66	77	171	628	1447	6012	11362	17093	47099	•
All Other Liabilities **22**	422	•	7	50	183	309	1011	2809	6039	11826	35456	58756	•
Net Worth **23**	346	•	12	50	98	198	528	2868	4239	8461	20344	61311	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	2.1	1.8	1.2	1.4	1.1	1.7	1.2	1.2	1.0	1.1	•
Quick Ratio **25**	0.7	•	1.9	1.8	1.1	1.2	1.0	1.5	1.1	0.9	0.8	0.9	•
Net Sales to Working Capital **26**	•	•	43.6	20.9	29.8	19.2	•	13.7	22.5	21.7	•	29.0	•
Coverage Ratio **27**	3.0	•	12.7	8.3	9.6	6.4	5.1	11.4	4.3	4.0	5.0	5.3	•
Total Asset Turnover **28**	1.7	•	11.1	6.0	3.4	3.4	3.3	3.4	2.4	1.4	1.9	1.3	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	8.5	•
Total Liabilities to Net Worth **31**	2.4	•	1.7	2.3	2.7	2.4	3.1	1.5	2.9	2.8	2.6	1.7	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.2	•	62.9	69.8	72.6	70.8	75.6	59.7	74.0	73.3	72.1	63.3	•
Return on Assets **33**	9.4	•	•	31.6	17.5	13.4	10.4	13.1	10.5	9.5	8.3	8.8	•
Return on Equity **34**	17.5	•	•	•	•	32.5	28.2	28.4	24.8	20.9	19.2	12.8	•
Return Before Interest on Equity **35**	31.5	•	•	•	•	•	•	32.6	•	•	29.6	23.9	•
Profit Margin, Before Income Tax **36**	3.6	•	3.7	4.7	4.7	3.4	2.6	3.6	3.4	5.0	3.5	5.6	•
Profit Margin, After Income Tax **37**	3.0	•	3.6	4.5	4.4	2.8	2.1	3.4	2.7	3.9	2.8	3.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.6	61.4	64.8	68.8	64.0	64.4	66.0	63.3	64.4	64.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.5	3.6	2.0	1.0	•	0.7	1.6	2.0	2.3	0.9
Average Net Receivables ($) **41**	172	212	184	207	314	340	186	187	192	238
Average Inventories ($) **42**	23	7	22	8	26	29	7	11	9	13
Average Net Worth ($) **43**	196	160	271	246	318	324	274	164	315	346
Current Ratio (×1) **44**	1.3	1.1	1.2	1.2	1.3	1.3	1.1	0.8	1.0	0.9
Quick Ratio (×1) **45**	1.1	1.0	0.9	1.0	1.1	1.1	0.9	0.6	0.7	0.7
Coverage Ratio (×1) **46**	2.5	2.8	3.4	2.9	2.2	2.1	2.7	2.7	3.1	3.0
Asset Turnover (×1) **47**	1.9	2.0	1.8	2.0	1.5	1.5	2.1	2.1	1.9	1.7
Operating Leverage **48**	3.1	•	•	2.1	1.6	0.6	0.4	0.6	0.9	4.0
Financial Leverage **49**	0.9	1.1	1.2	1.0	0.9	0.9	1.2	1.0	1.1	1.0
Total Leverage **50**	2.6	•	•	2.0	1.4	0.6	0.4	0.6	0.9	4.0

TELEPHONE, TELEGRAPH, AND OTHER COMMUNICATION SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13664	367	8078	1371	1062	498	1375	357	322	78	67	34	53
Revenues ($ in Thousands)														
Net Sales	2	247088155	618941	1423107	2585540	936517	1099987	4571889	1638932	2861001	1999071	2336002	2598374	224418793
Portfolio Income	3	8310043	42310	394	9112	1263	1872	60920	53757	155430	20596	38675	169175	7756540
Other Revenues	4	12986968	-6556	8618	30951	4967	-5047	75657	49411	89057	54809	113293	109669	12462139
Total Revenues	5	268385166	654695	1432119	2625603	942747	1096812	4708466	1742100	3105488	2074476	2487970	2877218	244637472
Average Total Revenues	6	19642	1784	177	1915	888	2202	3424	4880	9644	26596	37134	84624	4615801
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.9	56.7	48.8	56.3	60.6	46.4	55.7	32.9	42.0	46.9	31.6	35.4	28.2
Salaries and Wages	8	8.8	15.0	8.5	3.3	11.3	18.9	9.8	10.2	9.4	9.9	11.8	12.5	8.7
Taxes Paid	9	4.1	3.0	2.6	7.3	2.3	2.6	2.6	3.5	2.8	2.2	3.1	2.6	4.2
Interest Paid	10	4.9	2.2	0.4	0.5	0.6	1.4	2.4	5.4	5.1	3.4	5.5	5.0	5.1
Depreciation, Depletion, Amortization	11	13.3	9.3	2.1	0.7	4.2	5.5	5.0	11.1	10.6	10.2	13.1	12.8	13.9
Pensions and Other Benefits	12	3.8	1.9	1.0	0.4	0.4	0.8	1.1	1.3	1.0	1.4	1.4	2.5	4.0
Other	13	33.2	24.8	27.9	27.8	15.7	18.2	21.1	32.1	31.5	23.3	33.6	31.8	33.9
Officers Compensation	14	0.4	1.6	9.2	4.0	5.8	5.1	3.1	2.6	2.1	1.6	1.6	1.4	0.1
Operating Margin	15	1.7	•	•	•	•	1.1	•	1.0	•	1.2	•	•	2.0
Oper. Margin Before Officers Compensation	16	2.1	•	8.8	3.9	5.1	6.2	2.3	3.5	•	2.8	•	•	2.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	6306	•	2	31	85	193	429	930	1809	4857	8817	21294	1560956
Inventories	18	416	•	2	14	47	32	72	207	388	616	1236	2194	95920
Net Property, Plant and Equipment	19	15274	•	11	32	81	293	762	3371	6545	16288	30536	58976	3748420
Total Assets	20	37046	•	26	142	354	709	2217	7288	15104	33744	69511	149847	9097526

Notes and Loans Payable **21**	10973	•	35	78	74	480	1234	3096	7001	14379	32994	54248	2622534
All Other Liabilities **22**	10729	•	4	57	115	310	556	1203	3628	7197	15051	36565	2661061
Net Worth **23**	15344	•	-13	7	166	-81	427	2989	4474	12169	21467	59033	3813930

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	1.6	1.1	1.6	1.2	1.8	2.3	1.7	1.5	1.4	1.2	1.1
Quick Ratio **25**	0.9	•	1.1	0.8	1.0	1.0	1.5	1.9	1.3	1.3	1.1	1.0	0.9
Net Sales to Working Capital **26**	19.0	•	45.2	•	10.8	47.5	7.2	3.1	4.1	7.4	6.1	12.5	22.1
Coverage Ratio **27**	3.2	•	1.5	3.9	0.9	1.5	1.9	2.3	1.9	2.4	1.9	2.4	3.3
Total Asset Turnover **28**	0.5	•	6.9	13.2	2.5	3.1	1.5	0.6	0.6	0.8	0.5	0.5	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	5.7	•	•	•	•	•	•	9.9	9.8	•	7.9	7.2	5.4
Total Liabilities to Net Worth **31**	1.4	•	•	18.3	1.1	•	4.2	1.4	2.4	1.8	2.2	1.5	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.6	•	•	94.8	53.2	•	80.7	59.0	70.4	63.9	69.1	60.6	58.1
Return on Assets **33**	7.6	•	3.5	25.2	1.4	6.9	6.9	7.9	5.5	6.3	5.1	6.0	7.7
Return on Equity **34**	8.0	•	•	•	•	•	8.7	6.2	3.6	5.5	2.5	5.1	8.2
Return Before Interest on Equity **35**	18.3	•	•	•	3.0	•	•	19.3	18.5	17.5	16.6	15.3	18.3
Profit Margin, Before Income Tax **36**	10.7	•	0.2	1.4	•	0.8	2.2	7.2	4.3	4.9	4.7	6.9	11.4
Profit Margin, After Income Tax **37**	6.8	•	•	1.3	•	0.4	1.1	4.1	1.8	2.6	1.6	4.0	7.4

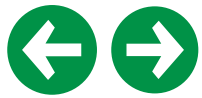
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	33.8	33.3	34.9	38.7	46.0	41.5	42.9	28.8	28.7	29.9
Operating Margin (%) **39**	1.1	1.6	1.4	1.1	•	•	•	0.2	1.2	1.7
Oper. Margin Before Officers Comp. (%) **40**	1.3	2.0	1.7	1.5	0.4	•	0.3	0.6	1.6	2.1
Average Net Receivables ($) **41**	3598	3909	4246	6565	5190	6602	6508	6180	8876	6306
Average Inventories ($) **42**	782	701	702	813	641	525	521	411	464	416
Average Net Worth ($) **43**	17037	17917	17926	21247	17528	17240	18860	16099	18807	15344
Current Ratio (x1) **44**	1.1	1.0	1.1	1.0	1.0	1.0	1.1	1.0	0.9	1.1
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.9
Coverage Ratio (x1) **46**	2.2	2.3	2.4	2.4	2.4	2.3	2.3	2.5	2.8	3.2
Asset Turnover (x1) **47**	0.4	0.5	0.5	0.4	0.5	0.5	0.5	0.5	0.4	0.5
Total Liabilities/Net Worth (x1) **48**	1.1	1.2	1.3	1.3	1.3	1.4	1.3	1.4	1.5	1.4
Return on Assets (x1) **49**	5.3	5.7	6.0	6.2	6.3	6.4	6.6	6.5	6.5	7.6
Return on Equity (%) **50**	2.9	3.4	4.3	5.3	5.0	5.3	5.3	6.0	6.8	8.0

TELEPHONE, TELEGRAPH, AND OTHER COMMUNICATION SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7731	109	3992	962	680	314	1011	271	231	61	48	21	31
Revenues ($ in Thousands)														
Net Sales	2	238315909	236046	1148114	2435071	654014	810164	2838065	1237752	2135210	1334227	1791364	2031131	221664750
Portfolio Income	3	7972503	36877	366	453	1089	1354	57173	50730	132305	15407	31854	145787	7499105
Other Revenues	4	12792505	2134	1711	24345	3275	4616	51015	48523	65632	49642	103147	82603	12355866
Total Revenues	5	259080917	275057	1150191	2459869	658378	816134	2946253	1337005	2333147	1399276	1926365	2259521	241519721
Average Total Revenues	6	33512	2523	288	2557	968	2599	2914	4934	10100	22939	40133	107596	7790959
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.2	72.3	49.8	55.2	60.5	49.1	45.6	30.5	39.0	38.5	29.9	34.2	28.2
Salaries and Wages	8	8.5	4.2	5.4	2.7	9.6	14.3	10.2	7.2	6.8	11.2	10.3	11.8	8.5
Taxes Paid	9	4.1	3.5	1.8	7.6	2.3	2.3	3.3	3.8	2.9	2.6	3.3	2.6	4.2
Interest Paid	10	4.7	0.5	0.2	0.3	0.8	0.6	1.4	3.7	3.9	2.9	4.4	3.8	4.9
Depreciation, Depletion, Amortization	11	13.3	2.4	1.7	0.7	2.9	3.3	5.0	11.0	10.7	10.0	12.6	9.9	13.8
Pensions and Other Benefits	12	3.8	0.9	0.5	0.3	0.5	1.0	1.1	1.5	1.1	1.6	1.6	2.9	4.0
Other	13	33.1	14.2	20.3	27.6	12.9	14.6	21.9	29.2	27.5	24.6	30.3	29.4	33.7
Officers Compensation	14	0.3	2.9	9.8	3.7	4.9	6.0	3.8	2.4	2.0	1.3	1.0	1.2	0.1
Operating Margin	15	2.9	•	10.5	2.1	5.8	8.9	7.8	10.7	6.3	7.3	6.7	4.3	2.6
Oper. Margin Before Officers Compensation	16	3.2	2.1	20.3	5.8	10.7	14.9	11.6	13.1	8.3	8.6	7.7	5.5	2.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10902	•	1	32	75	242	404	882	1865	5061	7686	28244	2637966
Inventories	18	694	•	2	16	56	26	82	170	291	454	1323	1641	160605
Net Property, Plant and Equipment	19	26169	•	12	34	61	267	777	3777	7354	17727	35116	70178	6269550
Total Assets	20	61149	•	33	139	349	702	2199	7529	15184	34049	68580	149876	14701168



Notes and Loans Payable **21**	17055	•	13	46	72	187	573	2658	5562	12855	28661	41970	4065106
All Other Liabilities **22**	18061	•	4	49	104	213	439	1077	3438	7283	13064	50342	4379819
Net Worth **23**	26034	•	16	44	174	302	1187	3794	6184	13912	26855	57564	6256243

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	3.2	1.4	1.5	1.6	2.9	2.8	2.0	1.6	1.6	1.2	1.1
Quick Ratio **25**	0.9	•	2.5	1.0	0.9	1.5	2.4	2.3	1.6	1.4	1.2	1.0	0.9
Net Sales to Working Capital **26**	20.5	•	29.6	•	13.6	16.2	3.8	2.9	3.5	6.4	5.6	14.8	24.6
Coverage Ratio **27**	3.6	•	•	12.6	9.3	•	9.5	6.0	5.0	5.2	4.2	5.1	3.5
Total Asset Turnover **28**	0.5	•	8.8	•	2.8	3.7	1.3	0.6	0.6	0.7	0.6	0.7	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	5.7	•	•	•	•	•	•	•	9.9	8.7	9.7	6.9	5.4
Total Liabilities to Net Worth **31**	1.4	•	1.1	2.1	1.0	1.3	0.9	1.0	1.5	1.5	1.6	1.6	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.4	•	51.5	68.1	50.3	57.0	46.1	49.6	59.3	59.2	60.9	61.6	57.5
Return on Assets **33**	8.4	•	•	•	20.0	37.6	16.5	13.5	11.9	9.7	10.1	12.4	8.2
Return on Equity **34**	9.5	•	•	•	32.9	•	23.2	17.4	18.6	13.8	13.9	19.8	9.0
Return Before Interest on Equity **35**	19.8	•	•	•	•	•	30.5	26.8	29.3	23.6	25.7	32.3	19.3
Profit Margin, Before Income Tax **36**	12.0	15.7	10.7	3.1	6.5	9.6	11.5	18.6	15.7	12.1	14.1	15.5	12.0
Profit Margin, After Income Tax **37**	8.0	13.3	10.5	3.0	5.9	9.2	9.8	14.5	12.4	8.8	10.0	11.8	7.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	34.0	34.6	36.3	39.3	46.8	42.1	42.8	28.3	28.2	29.2
Operating Margin (%) **39**	2.4	3.8	3.9	2.9	2.0	0.9	1.2	1.4	2.2	2.9
Oper. Margin Before Officers Comp. (%) **40**	2.6	4.1	4.1	3.2	2.3	1.2	1.5	1.7	2.6	3.2
Average Net Receivables ($) **41**	6029	7612	7829	11120	10158	10932	11112	10394	14505	10902
Average Inventories ($) **42**	1296	1399	1308	1367	1234	845	874	674	737	694
Average Net Worth ($) **43**	28958	35458	33429	36023	33769	28337	32259	27025	29975	26034
Current Ratio (x1) **44**	1.1	1.0	1.1	1.0	1.0	1.1	1.1	1.0	0.9	1.1
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.9	0.9	0.9	0.8	0.8	0.9
Coverage Ratio (x1) **46**	2.5	2.8	3.0	2.9	2.9	2.6	2.5	2.8	3.1	3.6
Asset Turnover (x1) **47**	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.4	0.5
Operating Leverage **48**	0.4	1.6	1.0	0.8	0.7	0.4	1.4	1.2	1.6	1.3
Financial Leverage **49**	1.0	1.1	1.1	1.1	1.0	0.9	1.0	1.1	1.0	1.1
Total Leverage **50**	0.4	1.8	1.1	0.8	0.7	0.4	1.4	1.3	1.6	1.4

RADIO AND TELEVISION BROADCASTING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6486	758	1608	724	799	1093	942	225	128	61	46	49	52
Revenues ($ in Thousands)														
Net Sales	2	51387947	330798	152451	129481	313909	1063901	1608211	1228447	1084819	1269309	1650271	2868768	39687583
Portfolio Income	3	4223239	361707	36469	1454	65837	4617	54956	39636	119419	38564	247576	227993	3025008
Other Revenues	4	2658592	-9390	•	2735	-15351	59763	96318	103370	49459	30656	48634	125382	2167019
Total Revenues	5	58269778	683115	188920	133670	364395	1128281	1759485	1371453	1253697	1338529	1946481	3222143	44879610
Average Total Revenues	6	8984	901	117	185	456	1032	1868	6095	9795	21943	42315	65758	863069
Operating Costs/Operating Income (%)														
Cost of Operations	7	30.1	16.7	2.8	38.6	16.0	19.7	13.1	28.3	16.8	14.1	12.1	8.6	34.6
Salaries and Wages	8	14.8	15.9	20.8	26.9	24.5	25.7	31.6	17.7	18.6	20.4	17.4	17.4	13.0
Taxes Paid	9	4.6	8.0	5.0	7.0	4.5	4.6	5.0	5.2	4.4	4.7	8.8	3.6	4.4
Interest Paid	10	12.6	14.3	1.4	5.1	3.6	3.5	7.8	13.7	11.3	8.6	16.9	17.5	12.7
Depreciation, Depletion, Amortization	11	12.1	12.7	6.6	7.4	10.9	5.9	8.6	9.3	12.1	17.0	13.3	19.9	11.8
Pensions and Other Benefits	12	2.0	1.0	3.6	0.7	0.8	1.5	1.4	1.5	1.5	1.3	1.8	2.1	2.1
Other	13	27.1	41.2	51.2	40.3	46.2	38.9	37.9	26.8	41.8	35.6	33.3	40.6	24.1
Officers Compensation	14	1.6	17.7	19.0	2.7	6.9	8.6	5.3	6.0	2.6	2.4	3.0	1.8	0.8
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	8.7	•	•	0.4	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1467	•	3	24	38	144	289	830	1875	4966	6860	10803	143421
Inventories	18	398	•	0	•	•	14	6	19	25	178	1026	266	47726
Net Property, Plant and Equipment	19	4003	•	7	71	119	277	544	1541	3968	10656	17588	36858	401412
Total Assets	20	21574	•	17	173	358	744	1883	6636	15276	35137	73054	160164	2309697

Notes and Loans Payable **21**	10882	•	62	126	413	532	1864	6987	10699	20230	52050	122445	1060618
All Other Liabilities **22**	5551	•	3	208	182	185	317	1678	3628	10193	12238	31509	608269
Net Worth **23**	5141	•	-48	-161	-238	27	-298	-2029	948	4714	8766	6211	640810

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.4	0.2	3.1	1.4	0.9	1.1	1.0	1.1	1.1	1.1	1.2
Quick Ratio **25**	0.8	•	1.2	0.2	1.0	1.2	0.8	0.8	0.7	0.9	0.8	0.7	0.8
Net Sales to Working Capital **26**	13.5	•	43.9	•	2.4	14.7	•	38.4	•	21.1	18.2	37.7	11.1
Coverage Ratio **27**	1.7	6.5	10.6	•	1.8	0.4	0.8	1.3	1.6	1.2	1.7	1.1	1.8
Total Asset Turnover **28**	0.4	•	5.5	1.0	1.1	1.3	0.9	0.8	0.6	0.6	0.5	0.4	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	8.5	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.1	8.4	•	•	•
Total Liabilities to Net Worth **31**	3.2	•	•	•	•	26.2	•	•	15.1	6.5	7.3	24.8	2.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.2	•	•	•	•	96.3	•	•	93.8	86.6	88.0	96.1	72.3
Return on Assets **33**	7.8	•	•	•	7.0	1.7	5.9	14.0	9.8	5.9	13.8	6.8	7.4
Return on Equity **34**	8.6	•	•	28.2	•	•	10.8	•	25.0	•	33.6	•	7.7
Return Before Interest on Equity **35**	32.6	•	•	22.5	•	•	•	•	•	•	•	•	26.7
Profit Margin, Before Income Tax **36**	8.6	•	13.5	•	2.8	•	•	3.3	6.4	1.4	11.2	1.0	9.7
Profit Margin, After Income Tax **37**	5.6	•	13.5	•	2.2	•	•	1.0	2.8	•	8.2	•	6.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	42.8	42.8	39.7	37.2	34.3	36.3	33.6	29.6	25.9	30.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	582	626	628	574	848	922	782	966	974	1467
Average Inventories ($) **42**	106	291	270	243	63	66	66	66	69	398
Average Net Worth ($) **43**	1401	1225	1225	1445	1425	1835	1732	1744	2559	5141
Current Ratio (x1) **44**	1.2	1.2	1.4	1.2	1.1	1.1	1.0	1.1	1.4	1.2
Quick Ratio (x1) **45**	0.8	0.7	0.8	0.6	0.7	0.7	0.6	0.8	0.9	0.8
Coverage Ratio (x1) **46**	1.1	1.3	1.2	1.4	1.0	0.9	0.9	1.2	1.5	1.7
Asset Turnover (x1) **47**	0.7	0.6	0.5	0.5	0.4	0.4	0.4	0.5	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	2.8	4.2	4.2	4.3	6.4	5.7	5.8	6.5	4.5	3.2
Return on Assets (x1) **49**	6.1	8.6	7.9	10.3	8.1	7.0	7.4	8.4	8.5	7.8
Return on Equity (%) **50**	•	1.5	•	4.1	•	•	•	5.1	9.6	8.6

RADIO AND TELEVISION BROADCASTING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3206	547	688	358	312	592	432	108	54	28	27	26	34
Revenues ($ in Thousands)														
Net Sales	2	40574664	277666	96131	44701	190581	566475	1032459	847981	562688	853852	1229579	1834388	33038164
Portfolio Income	3	3383477	361083	36469	469	65833	4610	45206	32041	105004	21921	227893	182494	2300453
Other Revenues	4	2334104	13120	-1	18912	17637	53088	87609	28232	41123	18052	36032	74268	1946032
Total Revenues	5	46292245	651869	132599	64082	274051	624173	1165274	908254	708815	893825	1493504	2091150	37284649
Average Total Revenues	6	14439	1192	193	179	878	1054	2697	8410	13126	31922	55315	80429	1096607
Operating Costs/Operating Income (%)														
Cost of Operations	7	30.2	19.1	4.3	2.1	26.4	9.3	10.4	35.7	12.6	14.0	13.1	7.9	33.9
Salaries and Wages	8	15.0	15.3	13.1	26.9	18.3	26.9	34.2	14.0	17.3	20.1	17.6	19.9	13.7
Taxes Paid	9	4.8	8.6	3.7	3.5	4.4	5.0	4.7	4.9	5.4	4.9	4.6	3.6	4.9
Interest Paid	10	9.6	14.0	2.2	9.0	2.2	3.0	3.9	4.5	7.7	4.4	15.1	14.5	9.7
Depreciation, Depletion, Amortization	11	10.8	8.4	4.9	9.3	5.3	4.9	5.6	4.4	9.3	10.6	10.6	13.3	11.2
Pensions and Other Benefits	12	2.1	0.8	5.6	0.8	0.3	1.8	1.3	1.4	1.5	1.6	1.9	2.4	2.2
Other	13	25.0	37.2	42.8	49.0	32.2	37.5	33.7	16.7	34.2	30.9	32.8	34.4	23.3
Officers Compensation	14	1.4	1.9	23.9	7.2	4.5	11.8	5.5	6.9	1.7	2.6	3.1	1.7	0.8
Operating Margin	15	1.2	•	•	•	6.5	•	0.9	11.6	10.3	11.1	1.3	2.3	0.5
Oper. Margin Before Officers Compensation	16	2.6	•	23.4	•	11.0	11.6	6.4	18.5	12.0	13.6	4.4	4.0	1.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2310	•	7	28	30	152	412	1233	1295	5622	7974	13147	182187
Inventories	18	697	•	•	•	•	13	6	39	31	73	123	192	64960
Net Property, Plant and Equipment	19	5784	•	6	127	76	202	506	1084	3940	8495	16274	26465	483393
Total Assets	20	33940	•	27	204	344	743	1751	6943	14629	35552	73269	148643	2912899

Notes and Loans Payable **21**	14207	•	53	122	245	448	1173	2079	8926	17475	49076	102622	1159728
All Other Liabilities **22**	8532	•	6	2	-27	124	253	1178	2195	6694	11308	29239	755186
Net Worth **23**	11201	•	-31	80	126	171	325	3686	3507	11383	12884	16781	997985

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.3	0.6	1.5	1.8	1.7	3.3	1.2	1.6	1.5	1.7	1.4
Quick Ratio **25**	0.9	•	1.1	0.6	1.2	1.7	1.5	2.3	1.0	1.2	1.2	1.1	0.9
Net Sales to Working Capital **26**	6.6	•	40.8	•	20.1	7.4	10.0	3.3	16.7	7.4	7.7	5.5	6.6
Coverage Ratio **27**	2.6	10.3	•	5.0	•	4.3	4.5	5.2	5.7	4.6	2.5	2.1	2.4
Total Asset Turnover **28**	0.4	•	5.1	0.6	1.8	1.3	1.4	1.1	0.7	0.9	0.6	0.5	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	8.8	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	•	1.6	1.7	3.4	4.4	0.9	3.2	2.1	4.7	7.9	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.0	•	•	60.9	63.3	77.0	81.5	46.9	76.0	68.0	82.4	88.7	65.7
Return on Assets **33**	9.3	•	•	27.3	•	16.8	23.9	26.1	31.2	17.2	23.4	14.6	7.8
Return on Equity **34**	13.0	•	•	•	•	•	•	32.6	•	33.9	•	•	9.3
Return Before Interest on Equity **35**	28.2	•	•	•	•	•	•	•	•	•	•	•	22.6
Profit Margin, Before Income Tax **36**	15.4	•	•	•	•	10.0	13.6	18.6	•	15.7	22.5	16.3	13.5
Profit Margin, After Income Tax **37**	11.5	•	•	•	•	9.6	12.8	15.3	29.1	12.7	18.5	14.0	9.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	49.6	47.4	45.9	44.9	43.2	47.1	43.1	34.0	28.8	30.2
Operating Margin (%) **39**	0.9	•	•	•	1.7	1.5	•	•	2.9	1.2
Oper. Margin Before Officers Comp. (%) **40**	3.3	•	•	1.1	3.4	3.0	•	0.3	4.5	2.6
Average Net Receivables ($) **41**	957	1103	762	705	1044	1020	1756	1419	1985	2310
Average Inventories ($) **42**	93	91	55	53	57	130	201	108	170	697
Average Net Worth ($) **43**	2468	2747	1949	3224	3703	5700	8866	5692	8973	11201
Current Ratio (×1) **44**	1.7	1.2	1.7	1.7	1.7	1.9	1.4	1.4	1.7	1.4
Quick Ratio (×1) **45**	1.1	0.8	1.2	1.0	1.2	1.4	0.9	0.9	1.0	0.9
Coverage Ratio (×1) **46**	3.4	2.5	2.6	3.8	3.1	3.0	2.1	2.2	2.9	2.6
Asset Turnover (×1) **47**	1.0	0.8	0.7	0.7	0.6	0.6	0.6	0.5	0.5	0.4
Operating Leverage **48**	0.2	•	0.3	0.4	•	0.9	•	1.0	•	0.4
Financial Leverage **49**	1.0	1.0	1.0	1.2	0.9	1.0	0.8	1.1	1.2	0.9
Total Leverage **50**	0.2	•	0.3	0.5	•	0.9	•	1.1	•	0.4

Electric Services

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1025	41	388	204	88	•	152	24	13	8	13	15	79
Revenues ($ in Thousands)														
Net Sales	2	132727271	37548	93054	101915	60449	•	177499	5854	192109	40298	1302127	1236842	129479577
Portfolio Income	3	3031070	1162	•	•	•	•	1184	252	915	3812	238768	38055	2746924
Other Revenues	4	3289896	60864	•	•	•	•	-9973	1136	264	2	93019	8967	3135615
Total Revenues	5	139048237	99574	93054	101915	60449	•	168710	7242	193288	44112	1633914	1283864	135362116
Average Total Revenues	6	135657	2429	240	500	687	•	1110	302	14868	5514	125686	85591	1713445
Operating Costs/Operating Income (%)														
Cost of Operations	7	41.7	•	48.3	25.3	41.5	•	12.0	•	82.8	10.5	53.1	62.0	41.4
Salaries and Wages	8	4.0	4.4	•	21.1	22.2	•	20.2	3.6	3.1	12.1	4.6	1.8	4.0
Taxes Paid	9	6.8	2.8	0.5	2.3	5.7	•	3.5	6.5	1.7	5.2	8.5	3.3	6.9
Interest Paid	10	8.9	32.9	0.9	2.9	8.9	•	10.0	•	4.7	16.7	15.4	8.9	8.8
Depreciation, Depletion, Amortization	11	13.4	33.1	0.4	3.8	4.8	•	15.9	0.9	5.3	10.7	10.0	14.5	13.4
Pensions and Other Benefits	12	2.2	•	•	•	1.0	•	1.8	•	1.5	2.3	3.1	1.5	2.2
Other	13	16.9	84.2	43.8	34.8	21.8	•	35.1	86.0	6.5	14.3	20.5	12.3	16.8
Officers Compensation	14	0.3	9.2	•	•	13.4	•	4.7	•	1.2	8.4	0.9	0.7	0.2
Operating Margin	15	5.9	•	6.2	9.9	•	•	•	3.0	•	19.8	•	•	6.2
Oper. Margin Before Officers Compensation	16	6.1	•	6.2	9.9	•	•	1.6	3.0	•	28.3	•	•	6.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14010	•	•	•	68	•	229	64	1068	931	1386	8662	179099
Inventories	18	6770	•	2	•	41	•	19	•	1266	152	276	2828	86937
Net Property, Plant and Equipment	19	261304	•	8	31	188	•	1424	3997	9758	12403	37462	109496	3356233
Total Assets	20	403720	•	20	137	317	•	2957	8493	15938	32578	74038	160940	5180401

Notes and Loans Payable **21**	146046	•	58	18	845	•	1703	6040	7658	15922	58681	89974	1858904
All Other Liabilities **22**	124146	•	•	243	689	•	1034	3393	8948	2645	1781	39168	1596867
Net Worth **23**	133528	•	-38	-124	-1217	•	219	-941	-668	14010	13576	31798	1724630

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	0.4	0.1	•	1.3	1.5	0.7	5.3	0.8	0.6	0.8
Quick Ratio **25**	0.4	•	•	0.3	0.1	•	1.1	1.2	0.4	2.3	0.4	0.4	0.4
Net Sales to Working Capital **26**	•	•	20.0	•	•	•	16.2	0.8	•	0.9	•	•	•
Coverage Ratio **27**	2.2	4.0	7.8	4.4	•	•	0.2	•	•	2.8	1.6	0.9	2.2
Total Asset Turnover **28**	0.3	•	11.8	3.7	2.2	•	0.4	0.0	0.9	0.2	1.4	0.5	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	7.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	7.7	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	•	•	•	•	12.5	•	•	1.3	4.5	4.1	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.9	•	•	•	•	•	92.6	•	•	57.0	81.7	80.3	66.7
Return on Assets **33**	6.2	•	•	•	•	•	0.8	0.8	•	7.1	33.6	4.0	6.2
Return on Equity **34**	6.5	•	•	•	10.9	•	•	•	•	9.4	•	•	6.5
Return Before Interest on Equity **35**	18.9	•	•	•	5.8	•	10.0	•	27.6	16.5	•	20.3	18.6
Profit Margin, Before Income Tax **36**	10.6	•	6.2	9.9	•	•	•	26.7	•	29.3	9.4	•	10.7
Profit Margin, After Income Tax **37**	6.7	•	6.2	9.9	•	•	•	21.9	•	26.2	5.5	•	6.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	48.8	43.8	44.8	43.7	42.4	43.3	43.8	43.0	42.4	41.7
Operating Margin (%) **39**	2.4	2.1	1.8	2.0	1.0	•	3.5	3.1	4.0	5.9
Oper. Margin Before Officers Comp. (%) **40**	2.5	2.3	2.0	2.3	1.2	•	3.8	3.4	4.2	6.1
Average Net Receivables ($) **41**	18523	21284	12568	30117	43139	40239	33978	30190	13335	14010
Average Inventories ($) **42**	15461	11379	8501	14242	20600	22131	18768	16807	6954	6770
Average Net Worth ($) **43**	202501	231615	124964	274483	346940	365452	274648	269855	121184	133528
Current Ratio (x1) **44**	1.0	1.0	0.9	0.8	0.9	0.9	0.8	0.9	0.9	0.8
Quick Ratio (x1) **45**	0.5	0.5	0.5	0.5	0.5	0.4	0.4	0.4	0.4	0.4
Coverage Ratio (x1) **46**	1.5	1.5	1.7	1.7	1.7	1.7	1.8	1.8	2.0	2.2
Asset Turnover (x1) **47**	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.3	0.3	0.3
Total Liabilities/Net Worth (x1) **48**	1.7	1.7	1.8	1.8	1.9	1.9	1.9	1.9	2.2	2.0
Return on Assets (x1) **49**	6.4	6.1	6.5	6.1	6.6	6.4	6.9	6.1	5.7	6.2
Return on Equity (%) **50**	2.8	2.3	4.0	4.1	4.5	4.3	5.6	5.1	5.5	6.5

Electric Services

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	750	25	388	204	•	•	20	24	5	5	6	9	65
Revenues ($ in Thousands)														
Net Sales	2	123485516	37548	93054	101915	•	•	105073	5854	66570	40298	1125495	885520	121024189
Portfolio Income	3	2635386	541	•	•	•	•	880	252	254	682	231908	21282	2379586
Other Revenues	4	3234739	63552	•	•	•	•	2998	1136	24878	11692	77198	3873	3049415
Total Revenues	5	129355641	101641	93054	101915	•	•	108951	7242	91702	52672	1434601	910675	126453190
Average Total Revenues	6	172474	4066	240	500	•	•	5448	302	18340	10534	239100	101186	1945434
Operating Costs/Operating Income (%)														
Cost of Operations	7	42.2	•	48.3	25.3	•	•	•	•	67.1	10.5	54.3	63.0	41.9
Salaries and Wages	8	4.2	4.4	•	21.1	•	•	32.0	3.6	5.0	11.8	4.2	1.6	4.2
Taxes Paid	9	7.0	2.6	0.5	2.3	•	•	3.9	6.5	4.0	5.1	9.5	3.5	7.0
Interest Paid	10	8.2	32.5	0.9	2.9	•	•	•	•	11.7	15.2	15.4	5.9	8.1
Depreciation, Depletion, Amortization	11	13.4	33.1	0.4	3.8	•	•	1.1	0.9	7.7	10.7	8.7	8.5	13.5
Pensions and Other Benefits	12	2.3	•	•	•	•	•	0.9	•	2.2	2.3	3.5	1.9	2.3
Other	13	15.1	44.0	43.8	34.8	•	•	47.5	86.0	9.3	14.4	17.9	9.8	15.1
Officers Compensation	14	0.3	9.2	•	•	•	•	7.0	•	3.3	4.7	0.8	0.3	0.3
Operating Margin	15	7.5	•	6.2	9.9	•	•	7.7	3.0	•	25.4	•	5.6	7.7
Oper. Margin Before Officers Compensation	16	7.8	•	6.2	9.9	•	•	14.7	3.0	•	30.1	•	5.9	8.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	17783	•	•	•	•	•	1325	64	1098	1256	1334	9629	203124
Inventories	18	8727	•	2	•	•	•	148	•	200	243	328	2635	100215
Net Property, Plant and Equipment	19	325706	•	8	31	•	•	473	3997	12988	19831	38178	117016	3734127
Total Assets	20	502082	•	20	137	•	•	2534	8493	19860	35212	72044	153607	5756635

Notes and Loans Payable **21**	167702	•	58	18	•	•	•	6040	8404	14759	36415	84616	1915526
All Other Liabilities **22**	156213	•	•	243	•	•	1145	3393	15200	2114	32208	28797	1791797
Net Worth **23**	178168	•	-38	-124	•	•	1389	-941	-3744	18338	3420	40194	2049312

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	0.4	•	•	1.8	1.5	0.2	5.1	0.6	0.8	0.8
Quick Ratio **25**	0.4	•	•	0.3	•	•	1.6	1.2	0.1	3.6	0.3	0.5	0.4
Net Sales to Working Capital **26**	•	•	20.0	•	•	•	5.8	0.8	•	1.8	•	•	•
Coverage Ratio **27**	2.5	5.5	7.8	4.4	•	•	•	•	3.4	4.7	1.9	2.4	2.5
Total Asset Turnover **28**	0.3	•	11.8	3.7	•	•	2.1	0.0	0.7	0.2	2.6	0.7	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	7.0	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	7.9	7.7	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	•	•	•	0.8	•	•	0.9	20.1	2.8	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.5	•	•	•	•	•	45.2	•	•	47.9	95.3	73.8	64.4
Return on Assets **33**	6.7	•	•	•	•	•	23.7	0.8	26.3	16.3	•	9.2	6.6
Return on Equity **34**	7.5	•	•	•	•	•	28.4	•	•	23.3	•	14.0	7.3
Return Before Interest on Equity **35**	18.8	•	•	•	•	•	•	•	•	31.3	•	•	18.4
Profit Margin, Before Income Tax **36**	12.2	•	6.2	9.9	•	•	11.4	26.7	27.6	•	13.2	8.5	12.2
Profit Margin, After Income Tax **37**	8.1	•	6.2	9.9	•	•	7.5	21.9	23.6	•	8.7	5.7	8.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	47.2	42.4	43.2	43.1	40.2	42.8	43.3	42.5	42.9	42.2
Operating Margin (%) **39**	5.6	7.2	5.0	6.2	5.9	5.0	5.9	4.6	6.1	7.5
Oper. Margin Before Officers Comp. (%) **40**	5.8	7.3	5.2	6.5	6.1	5.3	6.1	4.9	6.4	7.8
Average Net Receivables ($) **41**	35837	31111	36652	32596	160826	83292	83934	53053	19214	17783
Average Inventories ($) **42**	31583	20186	25787	15620	79666	47335	45359	29215	9554	8727
Average Net Worth ($) **43**	379294	378624	385466	322723	1303793	779654	722016	498015	180875	178168
Current Ratio (x1) **44**	1.0	0.9	0.9	1.0	0.9	0.9	0.8	0.9	0.9	0.8
Quick Ratio (x1) **45**	0.5	0.5	0.5	0.5	0.5	0.4	0.4	0.4	0.4	0.4
Coverage Ratio (x1) **46**	1.8	2.0	2.0	2.1	2.2	2.0	2.1	2.0	2.3	2.5
Asset Turnover (x1) **47**	0.4	0.4	0.3	0.3	0.3	0.3	0.4	0.3	0.3	0.3
Operating Leverage **48**	0.8	1.3	0.7	1.3	1.0	0.9	1.2	0.8	1.3	1.2
Financial Leverage **49**	1.0	1.1	1.1	1.2	1.0	0.9	1.1	1.0	1.1	1.1
Total Leverage **50**	0.8	1.4	0.7	1.5	1.0	0.8	1.3	0.8	1.5	1.3

Gas Production and Distribution

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1276	•	•	4	413	217	245	•	36	24	12	16	56
Revenues ($ in Thousands)														
Net Sales	2	93589613	•	•	•	291325	254949	751893	•	879520	2038540	1050482	2958141	84358337
Portfolio Income	3	3347150	•	•	•	1160	534	3014	•	54617	12809	20279	38123	3119389
Other Revenues	4	1590068	•	•	14046	3281	14940	1927	•	8361	14422	5252	115306	1409997
Total Revenues	5	98526831	•	•	14046	295766	270423	756834	•	942498	2065771	1076013	3111570	88887723
Average Total Revenues	6	77215	•	•	3512	716	1246	3089	•	26180	86074	89668	194473	1587281
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.5	•	•	•	68.1	67.6	72.2	•	67.7	89.1	82.3	80.6	71.6
Salaries and Wages	8	2.7	•	•	•	6.3	7.7	5.3	•	5.3	1.6	2.5	4.6	2.6
Taxes Paid	9	3.3	•	•	•	1.9	2.9	2.0	•	1.3	0.8	2.2	2.2	3.5
Interest Paid	10	5.6	•	•	•	1.3	0.8	1.2	•	1.7	0.9	2.6	3.0	6.0
Depreciation, Depletion, Amortization	11	5.6	•	•	•	5.5	3.6	3.6	•	2.6	1.8	3.4	4.1	5.8
Pensions and Other Benefits	12	1.7	•	•	•	0.6	0.6	0.9	•	0.8	0.6	0.7	0.7	1.9
Other	13	9.6	•	•	•	9.4	8.2	11.7	•	20.8	4.2	4.2	6.6	9.8
Officers Compensation	14	0.5	•	•	•	8.5	5.9	1.4	•	1.0	0.5	0.4	0.6	0.5
Operating Margin	15	•	•	•	•	•	2.8	1.7	•	•	0.6	1.8	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	6.9	8.7	3.1	•	•	1.1	2.2	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	16371	•	•	232	99	83	451	•	2198	8376	14842	17912	356654
Inventories	18	3145	•	•	•	15	31	57	•	339	1637	2507	5519	68147
Net Property, Plant and Equipment	19	56201	•	•	•	130	136	979	•	5429	15800	45166	88132	1229642
Total Assets	20	114533	•	•	233	334	659	2350	•	12581	37378	74154	159970	2508548

Notes and Loans Payable **21**	38440	•	•	1334	138	67	748	•	4556	7746	27902	55676	843106
All Other Liabilities **22**	38249	•	•	2197	165	85	1376	•	6010	15853	20900	47632	835055
Net Worth **23**	37843	•	•	-3298	31	507	226	•	2014	13778	25351	56662	830387

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	•	0.1	0.9	2.7	0.7	•	1.2	1.2	1.5	1.0	0.9
Quick Ratio **25**	0.6	•	•	0.1	0.8	2.3	0.6	•	1.1	1.0	1.2	0.7	0.6
Net Sales to Working Capital **26**	•	•	•	•	•	7.1	•	•	21.7	30.0	11.8	•	•
Coverage Ratio **27**	1.7	•	•	•	0.9	12.8	3.0	•	4.4	3.1	2.6	2.0	1.6
Total Asset Turnover **28**	0.7	•	•	•	2.1	1.8	1.3	•	2.0	2.3	1.2	1.2	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	9.0	•	•	•	•	•	•	•	•	•	•	•	8.5
Total Liabilities to Net Worth **31**	2.0	•	•	•	9.7	0.3	9.4	•	5.3	1.7	1.9	1.8	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.0	•	•	•	90.6	23.1	90.4	•	84.0	63.1	65.8	64.6	66.9
Return on Assets **33**	6.1	•	•	•	2.6	17.2	4.7	•	14.9	6.3	8.1	6.7	5.9
Return on Equity **34**	4.8	•	•	•	•	20.6	21.0	•	•	8.2	8.6	5.0	4.4
Return Before Interest on Equity **35**	18.3	•	•	•	27.5	22.3	•	•	•	17.0	23.6	19.0	17.8
Profit Margin, Before Income Tax **36**	3.8	•	•	•	•	8.9	2.4	•	5.9	1.9	4.2	2.8	3.8
Profit Margin, After Income Tax **37**	2.5	•	•	•	•	8.9	1.6	•	4.7	1.3	2.5	1.5	2.4

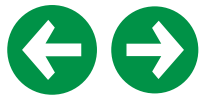
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	78.7	73.7	73.6	71.0	73.0	72.9	71.3	71.5	73.1	72.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	16564	10284	11557	7743	13440	9727	14787	15489	15905	16371
Average Inventories ($) **42**	3860	3376	3399	2460	3730	3209	5369	4553	2952	3145
Average Net Worth ($) **43**	26942	20098	25432	18823	29625	23373	34715	35668	31031	37843
Current Ratio (x1) **44**	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Quick Ratio (x1) **45**	0.7	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.6
Coverage Ratio (x1) **46**	1.0	0.8	1.3	2.0	1.6	1.4	1.3	1.7	1.8	1.7
Asset Turnover (x1) **47**	0.9	0.8	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Total Liabilities/Net Worth (x1) **48**	2.2	2.4	2.0	2.0	2.0	2.0	2.4	2.3	2.2	2.0
Return on Assets (x1) **49**	5.0	4.2	6.3	10.5	7.8	6.8	6.6	7.3	6.6	6.1
Return on Equity (%) **50**	•	•	1.5	11.6	6.0	3.1	3.3	5.8	6.0	4.8

GAS PRODUCTION AND DISTRIBUTION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	863	•	232	4	238	132	124	•	25	19	•	13	47
Revenues ($ in Thousands)														
Net Sales	2	81938970	•	46975	•	177310	157037	527381	•	761534	1885429	•	2674818	74364605
Portfolio Income	3	3059874	•	•	•	1020	44	1868	•	52666	3076	•	34387	2853752
Other Revenues	4	1392199	•	•	14046	95	14917	-208	•	8251	11218	•	55297	1282259
Total Revenues	5	86391043	•	46975	14046	178425	171998	529041	•	822451	1899723	•	2764502	78500616
Average Total Revenues	6	100105	•	202	3512	750	1303	4266	•	32898	99985	•	212654	1670226
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.5	•	45.3	•	80.2	63.3	66.5	•	67.2	89.1	•	82.3	70.5
Salaries and Wages	8	2.6	•	•	•	1.3	6.2	6.6	•	3.8	1.4	•	3.4	2.5
Taxes Paid	9	3.4	•	22.2	•	1.2	3.4	2.7	•	1.3	0.8	•	2.2	3.5
Interest Paid	10	5.6	•	2.0	•	0.7	1.2	1.0	•	1.5	0.9	•	2.5	6.0
Depreciation, Depletion, Amortization	11	5.5	•	0.3	•	2.4	3.6	3.5	•	2.1	1.4	•	3.3	5.8
Pensions and Other Benefits	12	1.9	•	•	•	•	0.6	1.2	•	0.4	0.6	•	0.6	2.0
Other	13	9.9	•	27.7	•	7.0	8.5	10.5	•	22.8	3.8	•	4.5	10.2
Officers Compensation	14	0.5	•	•	•	5.0	5.9	1.8	•	0.9	0.5	•	0.4	0.5
Operating Margin	15	•	•	2.6	•	2.1	7.4	6.3	•	0.1	1.7	•	0.9	•
Oper. Margin Before Officers Compensation	16	•	•	2.6	•	7.1	13.3	8.2	•	1.1	2.2	•	1.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	21432	•	7	232	150	105	543	•	2788	9596	•	18978	378010
Inventories	18	4081	•	•	•	11	43	109	•	488	2055	•	5983	71085
Net Property, Plant and Equipment	19	73393	•	12	•	44	103	1512	•	4626	16666	•	89828	1298355
Total Assets	20	145456	•	34	233	294	740	2915	•	12153	37985	•	170118	2574667



Notes and Loans Payable **21**	46253	•	•	1334	46	107	501	•	3628	8788	•	50697	823664
All Other Liabilities **22**	50345	•	4	2197	218	100	1058	•	5822	17923	•	54268	889474
Net Worth **23**	48858	•	30	-3298	30	532	1357	•	2703	11273	•	65153	861529

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	6.4	0.1	0.8	1.7	1.1	•	1.3	1.0	•	0.9	0.9
Quick Ratio **25**	0.6	•	6.4	0.1	0.8	1.2	0.9	•	1.2	0.8	•	0.6	0.6
Net Sales to Working Capital **26**	•	•	10.8	•	•	14.8	•	•	16.9	•	•	•	•
Coverage Ratio **27**	1.9	•	2.3	•	4.9	•	8.0	•	6.6	3.8	•	2.7	1.8
Total Asset Turnover **28**	0.7	•	6.0	•	2.5	1.6	1.5	•	2.5	2.6	•	1.2	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	8.9	•	•	•	9.9	•	•	•	•	•	•	•	8.4
Total Liabilities to Net Worth **31**	2.0	•	0.1	•	8.8	0.4	1.2	•	3.5	2.4	•	1.6	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.4	•	10.3	•	89.8	28.0	53.5	•	77.8	70.3	•	61.7	66.5
Return on Assets **33**	6.8	•	27.1	•	8.8	29.1	11.1	•	24.0	8.6	•	8.2	6.5
Return on Equity **34**	6.3	•	14.6	•	•	37.8	17.1	•	•	16.1	•	8.9	5.7
Return Before Interest on Equity **35**	20.1	•	30.2	•	•	•	23.8	•	•	28.9	•	21.3	19.5
Profit Margin, Before Income Tax **36**	4.7	•	2.6	•	2.8	16.9	6.7	•	8.1	2.4	•	4.3	4.6
Profit Margin, After Income Tax **37**	3.2	•	2.2	•	2.5	16.9	5.5	•	6.7	1.8	•	2.8	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	78.7	71.8	70.3	66.9	69.5	73.1	72.4	71.3	72.8	71.5
Operating Margin (%) **39**	0.3	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.7	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	25590	3718	6945	15435	14851	13645	18688	18242	22581	21432
Average Inventories ($) **42**	5005	1629	2614	5344	5236	4076	6021	5991	4205	4081
Average Net Worth ($) **43**	39252	11184	22373	39090	40029	30265	41042	43950	43602	48858
Current Ratio (x1) **44**	1.0	0.8	1.0	0.9	0.9	0.9	0.9	0.9	1.0	0.9
Quick Ratio (x1) **45**	0.7	0.5	0.6	0.6	0.6	0.6	0.6	0.5	0.7	0.6
Coverage Ratio (x1) **46**	2.0	1.7	2.1	2.4	1.9	1.5	1.6	1.9	1.9	1.9
Asset Turnover (x1) **47**	0.9	0.8	0.7	0.7	0.6	0.7	0.7	0.7	0.7	0.7
Operating Leverage **48**	0.4	•	2.1	4.0	0.6	0.9	0.8	0.4	1.5	0.6
Financial Leverage **49**	1.0	0.8	1.4	1.4	0.8	0.7	1.0	1.3	1.0	1.0
Total Leverage **50**	0.4	•	2.9	5.5	0.5	0.6	0.8	0.5	1.5	0.6

Combination Utility Services

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	371	•	•	134	101	•	50	10	13	•	5	4	50
Revenues ($ in Thousands)														
Net Sales	2	89682681	•	•	16862	15331	•	324677	611	101598	•	365887	377308	88187479
Portfolio Income	3	1456907	•	•	•	•	•	•	16	3380	•	11558	1128	1384996
Other Revenues	4	1881649	•	•	•	20	•	410	2548	1850	•	53125	17381	1798998
Total Revenues	5	93021237	•	•	16862	15351	•	325087	3175	106828	•	430570	395817	91371473
Average Total Revenues	6	250731	•	•	126	152	•	6502	318	8218	•	86114	98954	1827429
Operating Costs/Operating Income (%)														
Cost of Operations	7	39.2	•	•	•	•	•	5.4	•	57.4	•	75.7	23.0	39.3
Salaries and Wages	8	3.2	•	•	•	•	•	16.1	23.9	6.5	•	4.1	4.8	3.1
Taxes Paid	9	8.4	•	•	2.3	12.3	•	1.7	12.0	5.7	•	2.1	5.0	8.5
Interest Paid	10	7.5	•	•	•	20.4	•	2.1	2.3	5.3	•	10.7	5.7	7.5
Depreciation, Depletion, Amortization	11	12.7	•	•	0.7	14.5	•	1.4	5.9	11.7	•	3.2	9.4	12.8
Pensions and Other Benefits	12	2.1	•	•	•	•	•	2.0	•	3.7	•	0.5	2.7	2.1
Other	13	19.8	•	•	•	68.0	•	70.9	•	4.0	•	13.0	50.3	19.3
Officers Compensation	14	0.3	•	•	•	•	•	1.4	•	1.9	•	2.6	1.3	0.2
Operating Margin	15	6.9	•	•	•	•	•	•	•	3.9	•	•	•	7.1
Oper. Margin Before Officers Compensation	16	7.2	•	•	•	•	•	0.5	•	5.8	•	•	•	7.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	24780	•	•	32	1	•	734	182	639	•	10054	6930	181287
Inventories	18	13487	•	•	•	•	•	182	•	556	•	5407	2468	99011
Net Property, Plant and Equipment	19	449199	•	•	1	291	•	505	30	13383	•	42895	114764	3315001
Total Assets	20	654947	•	•	133	337	•	1525	5424	20361	•	75370	175452	4829185

Notes and Loans Payable **21**	230613	•	•	•	309	•	928	147	8722	•	110764	66795	1690880
All Other Liabilities **22**	198626	•	•	1	59	•	834	3	2261	•	23659	53882	1465571
Net Worth **23**	225707	•	•	132	-31	•	-237	5274	9378	•	-59054	54774	1672734

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	0.1	•	1.1	•	1.5	•	0.4	0.8	1.0
Quick Ratio **25**	0.5	•	•	•	0.0	•	0.8	•	1.1	•	0.2	0.4	0.5
Net Sales to Working Capital **26**	•	•	•	4.1	•	•	•	0.1	5.4	•	•	•	•
Coverage Ratio **27**	2.4	•	•	•	0.3	•	0.6	5.7	2.7	•	1.6	1.5	2.4
Total Asset Turnover **28**	0.4	•	•	1.0	0.5	•	4.3	0.0	0.4	•	1.0	0.5	0.4
Inventory Turnover **29**	•	•	•	•	•	•	3.8	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	8.0	•	•	•	0.7	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	0.0	•	•	•	0.0	1.2	•	•	2.2	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.5	•	•	1.0	•	•	•	2.8	54.0	•	•	68.8	65.4
Return on Assets **33**	6.7	•	•	•	2.5	•	5.5	0.2	5.5	•	16.0	4.6	6.7
Return on Equity **34**	7.4	•	•	•	•	•	23.3	0.1	5.7	•	•	1.3	7.4
Return Before Interest on Equity **35**	19.4	•	•	•	•	•	•	0.2	11.9	•	•	14.7	19.2
Profit Margin, Before Income Tax **36**	10.6	•	•	•	•	•	•	10.6	9.0	•	5.9	2.9	10.7
Profit Margin, After Income Tax **37**	6.9	•	•	•	•	•	•	10.6	6.9	•	1.3	0.8	7.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	54.2	46.7	47.9	44.7	47.1	45.0	41.6	40.2	40.6	39.2
Operating Margin (%) **39**	5.7	2.9	5.2	4.4	1.7	4.0	3.3	3.6	4.2	6.9
Oper. Margin Before Officers Comp. (%) **40**	5.9	3.1	5.4	4.6	1.9	4.2	3.5	3.8	4.5	7.2
Average Net Receivables ($) **41**	16664	23727	34572	25468	57261	80233	72810	26674	20911	24780
Average Inventories ($) **42**	9429	13147	12470	11863	25805	40320	33909	14380	11496	13487
Average Net Worth ($) **43**	138480	217869	295605	226977	501250	692707	601690	231872	179719	225707
Current Ratio (x1) **44**	1.0	0.9	1.1	1.0	1.0	0.8	1.0	0.9	0.9	1.0
Quick Ratio (x1) **45**	0.5	0.5	0.6	0.5	0.5	0.4	0.6	0.5	0.5	0.5
Coverage Ratio (x1) **46**	2.0	1.7	2.0	1.8	1.5	1.8	1.9	1.8	2.0	2.4
Asset Turnover (x1) **47**	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	1.4	1.4	1.5	1.7	1.7	1.7	1.7	1.8	2.0	1.9
Return on Assets (x1) **49**	7.4	6.2	6.7	6.5	5.7	6.6	6.7	6.1	5.8	6.7
Return on Equity (%) **50**	4.8	2.7	4.5	4.7	2.4	4.8	5.2	4.7	5.3	7.4

COMBINATION UTILITY SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	72	•	•	•	•	•	•	10	9	•	•	•	46
Revenues ($ in Thousands)														
Net Sales	2	85973923	•	•	•	•	•	•	611	55428	•	•	•	84955922
Portfolio Income	3	1369441	•	•	•	•	•	•	16	3375	•	•	•	1306832
Other Revenues	4	1818262	•	•	•	•	•	•	2548	1168	•	•	•	1742026
Total Revenues	5	89161626	•	•	•	•	•	•	3175	59971	•	•	•	88004780
Average Total Revenues	6	1238356	•	•	•	•	•	•	318	6663	•	•	•	1913147
Operating Costs/Operating Income (%)														
Cost of Operations	7	38.1	•	•	•	•	•	•	•	43.2	•	•	•	38.1
Salaries and Wages	8	3.0	•	•	•	•	•	•	23.9	9.6	•	•	•	3.0
Taxes Paid	9	8.7	•	•	•	•	•	•	12.0	4.9	•	•	•	8.7
Interest Paid	10	7.6	•	•	•	•	•	•	2.3	7.7	•	•	•	7.6
Depreciation, Depletion, Amortization	11	12.9	•	•	•	•	•	•	5.9	14.7	•	•	•	13.0
Pensions and Other Benefits	12	2.2	•	•	•	•	•	•	•	3.4	•	•	•	2.2
Other	13	19.8	•	•	•	•	•	•	•	2.4	•	•	•	19.6
Officers Compensation	14	0.3	•	•	•	•	•	•	•	3.5	•	•	•	0.2
Operating Margin	15	7.5	•	•	•	•	•	•	•	10.7	•	•	•	7.6
Oper. Margin Before Officers Compensation	16	7.7	•	•	•	•	•	•	•	14.1	•	•	•	7.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	120642	•	•	•	•	•	•	182	686	•	•	•	187170
Inventories	18	68349	•	•	•	•	•	•	•	678	•	•	•	106070
Net Property, Plant and Equipment	19	2278676	•	•	•	•	•	•	30	15093	•	•	•	3553308
Total Assets	20	3298610	•	•	•	•	•	•	5424	24520	•	•	•	5140385

Notes and Loans Payable **21**	1154921	•	•	•	•	•	•	147	11158	•	•	•	1799787
All Other Liabilities **22**	1005470	•	•	•	•	•	•	3	2398	•	•	•	1567929
Net Worth **23**	1138219	•	•	•	•	•	•	5274	10965	•	•	•	1772669

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	•	•	•	•	1.6	•	•	•	1.0
Quick Ratio **25**	0.5	•	•	•	•	•	•	•	1.3	•	•	•	0.5
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	0.1	2.8	•	•	•	•
Coverage Ratio **27**	2.5	•	•	•	•	•	•	5.7	3.4	•	•	•	2.5
Total Asset Turnover **28**	0.4	•	•	•	•	•	•	0.0	0.3	•	•	•	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	7.9	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	0.7	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	•	•	•	•	0.0	1.2	•	•	•	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.5	•	•	•	•	•	•	2.8	55.3	•	•	•	65.5
Return on Assets **33**	6.8	•	•	•	•	•	•	0.2	6.6	•	•	•	6.7
Return on Equity **34**	7.7	•	•	•	•	•	•	0.1	8.3	•	•	•	7.6
Return Before Interest on Equity **35**	19.7	•	•	•	•	•	•	0.2	14.8	•	•	•	19.5
Profit Margin, Before Income Tax **36**	11.2	•	•	•	•	•	•	10.6	18.7	•	•	•	11.2
Profit Margin, After Income Tax **37**	7.3	•	•	•	•	•	•	10.6	14.8	•	•	•	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	53.7	45.9	48.0	44.2	47.1	42.7	40.3	39.1	39.1	38.1
Operating Margin (%) **39**	6.3	5.5	6.8	6.4	5.5	6.6	4.7	5.2	4.8	7.5
Oper. Margin Before Officers Comp. (%) **40**	6.5	5.7	7.0	6.6	5.7	6.9	4.9	5.5	5.0	7.7
Average Net Receivables ($) **41**	38605	22876	34131	26815	68625	79817	98552	45707	28180	120642
Average Inventories ($) **42**	21534	12076	11658	12715	31377	40807	44191	24167	16020	68349
Average Net Worth ($) **43**	320410	203767	266846	231079	594171	629813	741783	375803	249812	1138219
Current Ratio (x1) **44**	1.0	0.9	1.0	1.0	0.9	1.0	1.0	0.9	0.9	1.0
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Coverage Ratio (x1) **46**	2.1	2.1	2.3	2.2	2.0	2.2	2.1	2.1	2.0	2.5
Asset Turnover (x1) **47**	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Operating Leverage **48**	1.1	0.9	1.2	0.9	0.9	1.2	0.7	1.1	0.9	1.6
Financial Leverage **49**	1.1	1.0	1.2	1.0	0.9	1.1	1.0	1.0	1.0	1.2
Total Leverage **50**	1.2	0.9	1.4	1.0	0.8	1.3	0.7	1.1	0.9	1.9

Water Supply and Other Sanitary Services

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11671	698	5252	2049	716	1085	1532	131	111	37	17	12	30
Revenues ($ in Thousands)														
Net Sales	2	32544520	29247	1820012	828843	618814	991661	4823461	1049428	1836979	1083962	698922	1085705	17677486
Portfolio Income	3	826283	14737	1073	6556	2718	7148	27382	15861	10764	14556	10744	16310	698433
Other Revenues	4	904073	1673	10318	810	1589	14615	142476	19820	57752	23254	39542	23767	568459
Total Revenues	5	34274876	45657	1831403	836209	623121	1013424	4993319	1085109	1905495	1121772	749208	1125782	18944378
Average Total Revenues	6	2937	65	349	408	870	934	3259	8283	17167	30318	44071	93815	631479
Operating Costs/Operating Income (%)														
Cost of Operations	7	31.1	16.9	12.8	36.7	49.1	35.8	43.9	63.1	45.7	31.2	50.0	36.1	23.9
Salaries and Wages	8	14.0	15.0	5.7	8.5	10.0	12.2	9.9	4.7	12.4	16.2	7.8	12.4	17.4
Taxes Paid	9	4.3	4.7	0.9	2.7	4.3	3.3	4.4	6.0	3.8	3.7	3.5	6.0	4.6
Interest Paid	10	5.2	36.9	0.2	1.6	0.4	2.5	2.4	2.3	3.6	3.4	4.5	4.8	7.4
Depreciation, Depletion, Amortization	11	9.3	21.4	1.0	6.9	3.1	6.7	6.2	6.3	7.5	10.1	8.5	10.4	11.8
Pensions and Other Benefits	12	2.4	0.9	•	1.3	1.1	0.8	1.9	2.1	1.8	2.9	3.2	3.2	3.0
Other	13	32.3	74.1	74.8	28.7	19.8	30.2	27.0	11.8	24.5	31.2	24.5	24.1	32.9
Officers Compensation	14	2.0	58.9	2.7	3.9	9.3	3.3	4.0	1.5	5.1	2.8	3.1	1.0	0.5
Operating Margin	15	•	•	1.9	9.6	2.8	5.3	0.5	2.2	•	•	•	2.1	•
Oper. Margin Before Officers Compensation	16	1.4	•	4.6	13.6	12.1	8.6	4.4	3.7	0.8	1.3	•	3.1	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	381	•	8	20	148	68	401	1716	1861	3057	6918	18647	89699
Inventories	18	37	•	2	2	18	22	6	202	197	439	298	2231	9378
Net Property, Plant and Equipment	19	2273	•	13	102	47	393	1057	2270	8827	17403	41690	101519	677492
Total Assets	20	4258	•	32	183	369	677	2213	6873	15166	34922	71536	156839	1259568

Notes and Loans Payable **21**	1772	•	7	97	146	310	987	2788	6912	16108	23078	47686	526681
All Other Liabilities **22**	1006	•	10	14	70	140	622	2143	5483	9736	25208	40178	277990
Net Worth **23**	1480	•	14	72	153	226	604	1942	2771	9078	23251	68975	454897

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	1.4	3.6	5.9	1.2	1.0	1.5	0.7	1.0	1.4	1.4	0.7
Quick Ratio **25**	0.6	•	1.2	3.3	5.4	1.0	0.9	1.2	0.6	0.8	1.1	1.1	0.5
Net Sales to Working Capital **26**	•	•	•	9.0	4.1	29.0	•	7.6	•	•	10.4	9.9	•
Coverage Ratio **27**	2.0	•	13.1	7.4	8.9	4.0	2.7	3.4	0.8	1.6	1.5	2.2	1.8
Total Asset Turnover **28**	0.7	•	10.8	2.2	2.4	1.4	1.4	1.2	1.1	0.8	0.6	0.6	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	9.3	•	•	•	9.7	•
Total Liabilities to Net Worth **31**	1.9	•	1.2	1.5	1.4	2.0	2.7	2.5	4.5	2.9	2.1	1.3	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.3	•	55.3	60.6	58.6	66.6	72.7	71.8	81.7	74.0	67.5	56.0	63.9
Return on Assets **33**	6.6	•	29.3	26.7	9.1	13.5	9.0	8.9	3.2	4.5	3.8	6.1	6.3
Return on Equity **34**	6.1	•	•	•	18.5	27.2	18.8	20.5	•	0.9	2.1	4.6	4.5
Return Before Interest on Equity **35**	19.1	•	•	•	22.0	•	33.1	31.5	17.7	17.3	11.6	13.8	17.4
Profit Margin, Before Income Tax **36**	4.9	•	2.5	10.5	3.5	7.4	4.0	5.4	•	2.0	2.1	5.7	6.0
Profit Margin, After Income Tax **37**	3.2	•	2.5	10.3	3.3	6.7	3.6	5.0	•	0.3	1.2	3.5	3.4

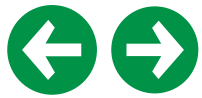
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	37.8	40.7	45.9	46.4	48.5	45.8	47.5	31.0	32.8	31.1
Operating Margin (%) **39**	3.8	4.7	2.6	2.0	0.9	0.4	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	6.7	7.6	5.8	4.6	3.3	2.9	0.5	•	1.5	1.4
Average Net Receivables ($) **41**	126	152	166	239	272	253	289	308	324	381
Average Inventories ($) **42**	19	20	16	22	23	20	22	19	29	37
Average Net Worth ($) **43**	495	597	624	801	816	927	1097	1049	1251	1480
Current Ratio (x1) **44**	1.3	1.1	1.0	1.1	1.0	0.8	0.8	0.8	0.7	0.8
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.8	0.8	0.6	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	2.6	2.9	3.0	2.8	2.6	2.1	1.8	1.7	1.8	2.0
Asset Turnover (x1) **47**	0.8	0.8	0.8	0.9	0.9	0.8	0.7	0.7	0.7	0.7
Total Liabilities/Net Worth (x1) **48**	1.6	1.5	1.7	1.8	2.1	1.9	1.9	2.0	1.9	1.9
Return on Assets (x1) **49**	9.5	10.0	8.7	10.6	10.4	9.1	8.0	7.4	6.4	6.6
Return on Equity (%) **50**	8.5	9.6	9.0	12.8	13.6	9.0	6.1	5.4	5.4	6.1

WATER SUPPLY AND OTHER SANITARY SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7321	•	3343	1347	421	875	1073	91	75	27	13	•	22
Revenues ($ in Thousands)														
Net Sales	2	25725017	•	1764132	692691	560275	924369	3918180	823366	1432701	854957	537022	•	13481102
Portfolio Income	3	592517	•	953	5794	1837	5352	16784	10461	8999	9210	6140	•	516771
Other Revenues	4	654603	•	7658	472	980	14435	71595	16159	17821	21584	7221	•	475843
Total Revenues	5	26972137	•	1772743	698957	563092	944156	4006559	849986	1459521	885751	550383	•	14473716
Average Total Revenues	6	3684	•	530	519	1338	1079	3734	9341	19460	32806	42337	•	657896
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.7	•	13.0	38.0	47.7	38.2	42.2	59.7	42.9	35.6	48.4	•	21.5
Salaries and Wages	8	12.9	•	5.7	6.7	10.8	12.0	9.9	4.5	11.3	11.8	8.6	•	16.3
Taxes Paid	9	4.3	•	0.8	2.2	4.5	3.3	4.4	4.6	3.9	3.4	3.6	•	4.9
Interest Paid	10	4.6	•	0.2	1.2	0.3	2.2	1.9	2.0	2.0	2.9	4.3	•	6.9
Depreciation, Depletion, Amortization	11	9.2	•	1.0	6.3	1.7	6.2	5.3	5.8	7.0	9.8	8.6	•	12.3
Pensions and Other Benefits	12	2.6	•	•	1.3	1.2	0.7	1.8	2.5	1.7	3.0	3.6	•	3.3
Other	13	31.4	•	73.8	27.3	19.8	27.7	26.1	12.5	22.1	24.8	16.8	•	32.2
Officers Compensation	14	2.0	•	2.7	3.3	9.2	3.1	3.6	1.6	5.7	3.4	3.3	•	0.6
Operating Margin	15	3.4	•	2.8	13.8	4.9	6.6	4.8	6.9	3.4	5.4	2.9	•	1.9
Oper. Margin Before Officers Compensation	16	5.5	•	5.6	17.1	14.1	9.7	8.4	8.5	9.1	8.8	6.2	•	2.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	415	•	11	23	178	75	435	1108	2111	3548	6843	•	81193
Inventories	18	35	•	3	0	•	27	5	13	262	552	297	•	7149
Net Property, Plant and Equipment	19	3013	•	10	103	43	355	1012	2539	8795	18502	43761	•	796709
Total Assets	20	5345	•	36	190	390	672	2232	6834	15002	35556	70469	•	1390601



Notes and Loans Payable **21**	2049	•	8	87	148	268	869	2561	4697	13892	23737	•	544196
All Other Liabilities **22**	1308	•	9	15	37	161	627	1257	5782	7254	26921	•	329717
Net Worth **23**	1988	•	19	89	204	243	737	3016	4522	14410	19811	•	516688

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	2.4	3.0	9.4	1.2	1.1	1.5	1.1	1.3	1.8	•	0.6
Quick Ratio **25**	0.6	•	2.1	2.8	9.3	1.0	1.0	1.2	0.9	1.0	1.5	•	0.4
Net Sales to Working Capital **26**	•	•	43.2	13.3	5.0	35.4	•	10.5	•	17.2	7.2	•	•
Coverage Ratio **27**	2.9	•	•	12.9	•	4.9	4.7	6.0	3.7	4.1	2.2	•	2.4
Total Asset Turnover **28**	0.7	•	14.5	2.7	3.4	1.6	1.6	1.3	1.3	0.9	0.6	•	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	0.9	1.2	0.9	1.8	2.0	1.3	2.3	1.5	2.6	•	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.8	•	47.1	53.4	47.6	63.9	67.0	55.9	69.9	59.5	71.9	•	62.9
Return on Assets **33**	8.6	•	•	•	19.4	17.3	14.7	15.6	9.1	10.6	5.7	•	7.4
Return on Equity **34**	11.2	•	•	•	33.7	34.8	32.7	27.8	17.5	14.9	8.7	•	7.5
Return Before Interest on Equity **35**	23.1	•	•	•	•	•	•	•	30.0	26.1	20.1	•	19.8
Profit Margin, Before Income Tax **36**	8.5	•	3.3	14.6	5.4	8.8	7.1	9.8	5.2	9.0	5.3	•	9.8
Profit Margin, After Income Tax **37**	6.4	•	3.3	14.4	5.2	8.0	6.6	9.3	4.2	6.8	4.2	•	6.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	37.3	38.7	44.9	46.7	50.6	47.7	44.0	28.4	30.4	29.7
Operating Margin (%) **39**	5.5	6.6	6.0	5.6	3.9	3.9	2.0	1.4	3.1	3.4
Oper. Margin Before Officers Comp. (%) **40**	8.2	9.4	9.0	7.9	6.2	6.2	4.6	3.9	5.3	5.5
Average Net Receivables ($) **41**	175	206	229	292	393	346	418	432	426	415
Average Inventories ($) **42**	25	26	22	26	33	23	32	25	40	35
Average Net Worth ($) **43**	751	875	954	1140	1391	1493	1826	1706	2043	1988
Current Ratio (×1) **44**	1.3	1.1	1.0	1.0	1.0	0.7	0.8	0.7	0.7	0.8
Quick Ratio (×1) **45**	1.0	0.9	0.8	0.8	0.7	0.6	0.6	0.6	0.5	0.6
Coverage Ratio (×1) **46**	3.2	3.5	4.1	4.3	4.0	3.0	2.6	2.4	2.8	2.9
Asset Turnover (×1) **47**	0.8	0.8	0.8	0.9	0.9	0.8	0.7	0.7	0.7	0.7
Operating Leverage **48**	0.9	1.2	0.9	0.9	0.7	1.0	0.5	0.7	2.2	1.1
Financial Leverage **49**	1.0	1.1	1.1	1.1	1.0	0.9	0.9	1.0	1.1	1.0
Total Leverage **50**	0.9	1.3	1.0	1.0	0.7	0.9	0.5	0.8	2.3	1.1

GROCERIES AND RELATED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	26292	1752	8703	4861	3915	2917	3147	510	288	96	41	34	27
Revenues ($ in Thousands)														
Net Sales	2	254469734	3837920	4114987	8144759	7649242	11882403	37230534	20275339	20736108	13675339	14577901	24682689	87662512
Portfolio Income	3	662199	16168	4004	8299	23517	8786	36251	13687	26152	17938	20279	61095	426021
Other Revenues	4	3293570	121578	185509	113015	30550	66667	156990	154316	338095	99504	191951	238661	1596738
Total Revenues	5	258425503	3975666	4304500	8266073	7703309	11957856	37423775	20443342	21100355	13792781	14790131	24982445	89685271
Average Total Revenues	6	9829	2269	495	1700	1968	4099	11892	40085	73265	143675	360735	734778	3321677
Operating Costs/Operating Income (%)														
Cost of Operations	7	86.6	85.2	74.7	83.6	78.2	84.2	84.8	89.1	87.3	86.3	91.0	90.1	86.8
Salaries and Wages	8	4.8	6.3	6.2	4.2	7.4	5.2	5.0	3.9	5.0	3.2	3.7	3.4	5.4
Taxes Paid	9	1.0	1.2	1.8	1.0	1.2	0.9	1.0	0.8	1.0	1.4	0.7	1.1	0.8
Interest Paid	10	0.6	2.4	0.4	0.3	0.5	0.3	0.4	0.4	0.6	0.5	0.5	0.7	0.8
Depreciation, Depletion, Amortization	11	0.8	0.8	0.6	0.7	1.1	0.7	0.6	0.5	0.7	0.8	0.7	0.7	1.0
Pensions and Other Benefits	12	0.7	1.0	1.0	0.4	0.6	0.5	0.6	0.5	0.7	0.6	0.5	0.5	1.1
Other	13	5.2	7.1	10.8	7.0	8.3	5.8	5.6	4.2	4.7	6.1	3.7	4.0	5.1
Officers Compensation	14	1.0	0.8	7.9	3.3	2.7	2.4	1.7	0.9	0.9	0.7	0.4	0.3	0.1
Operating Margin	15	•	•	•	•	0.2	0.2	0.4	•	•	0.5	•	•	•
Oper. Margin Before Officers Compensation	16	0.4	•	4.6	2.9	2.9	2.5	2.1	0.8	0.3	1.2	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	611	•	3	34	129	255	915	2636	5472	9888	21921	41562	206346
Inventories	18	487	•	3	20	53	145	485	2024	4065	8726	22907	43688	186808
Net Property, Plant and Equipment	19	462	•	11	42	55	128	354	1291	3181	7107	14680	35813	224528
Total Assets	20	2097	•	36	177	347	701	2246	7068	15947	31659	70701	159839	885895

Notes and Loans Payable **21**	724	•	20	75	116	180	568	2171	5059	10585	24832	59121	337383
All Other Liabilities **22**	780	•	9	71	131	238	928	2469	5373	10556	25115	58928	336687
Net Worth **23**	594	•	6	31	100	284	750	2429	5515	10519	20754	41790	211825

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.3	1.3	1.6	1.9	1.5	1.5	1.4	1.4	1.4	1.5	1.4
Quick Ratio **25**	0.8	•	1.0	1.0	1.2	1.3	1.0	0.9	0.8	0.8	0.7	0.7	0.7
Net Sales to Working Capital **26**	24.6	•	•	•	21.5	16.7	20.8	21.7	22.8	24.4	23.7	23.5	26.6
Coverage Ratio **27**	2.6	0.6	4.4	4.5	3.0	3.8	3.3	2.6	3.0	4.0	1.9	1.9	2.5
Total Asset Turnover **28**	4.6	•	13.2	9.5	5.6	5.8	5.3	5.6	4.5	4.5	5.0	4.6	3.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.5	•	4.8	4.7	2.5	1.5	2.0	1.9	1.9	2.0	2.4	2.8	3.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.7	•	82.8	82.4	71.2	59.5	66.6	65.6	65.4	66.8	70.7	73.9	76.1
Return on Assets **33**	7.2	•	21.2	12.5	7.6	6.3	7.0	6.1	7.3	8.0	4.3	5.6	7.5
Return on Equity **34**	11.4	•	•	•	15.7	10.2	12.7	8.8	11.3	14.9	3.1	6.4	12.0
Return Before Interest on Equity **35**	25.4	•	•	•	26.5	15.6	20.9	17.7	21.2	24.1	14.5	21.6	31.2
Profit Margin, Before Income Tax **36**	1.0	•	1.3	1.0	0.9	0.8	0.9	0.7	1.1	1.3	0.4	0.6	1.2
Profit Margin, After Income Tax **37**	0.7	•	1.2	1.0	0.8	0.7	0.8	0.5	0.9	1.1	0.2	0.4	0.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	86.8	86.2	86.8	87.1	86.8	87.1	86.6	86.1	86.3	86.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.3	•	0.3	0.1	0.2	0.2	0.3	0.4	0.4	0.4
Average Net Receivables ($) **41**	392	393	429	483	529	519	520	553	596	611
Average Inventories ($) **42**	372	373	382	434	459	449	441	465	502	487
Average Net Worth ($) **43**	426	413	441	507	551	548	577	727	651	594
Current Ratio (x1) **44**	1.5	1.5	1.5	1.5	1.4	1.5	1.4	1.5	1.4	1.4
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.1	2.4	2.5	2.3	2.1	1.9	2.2	2.3	2.5	2.6
Asset Turnover (x1) **47**	5.0	4.9	4.9	4.7	4.7	4.6	4.5	4.1	4.5	4.6
Total Liabilities/Net Worth (x1) **48**	2.3	2.4	2.4	2.4	2.4	2.4	2.3	1.9	2.3	2.5
Return on Assets (x1) **49**	6.8	7.1	7.5	7.7	7.8	7.3	7.5	6.2	6.9	7.2
Return on Equity (%) **50**	5.9	8.1	9.9	10.2	9.7	8.1	9.1	6.9	9.0	11.4

Groceries and Related Products

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	15406	64	4020	3398	2438	2220	2506	376	228	80	35	21	22
Revenues ($ in Thousands)														
Net Sales	2	206016351	107977	2597699	5993731	5170515	9181747	30751500	15124127	16119493	12665745	12807085	13707306	81789425
Portfolio Income	3	598000	9360	1900	4583	21808	8308	31285	12276	22058	15800	19934	46363	404329
Other Revenues	4	2592483	7901	184525	50710	19012	63141	128140	138523	82537	96612	162050	164614	1494716
Total Revenues	5	209206834	125238	2784124	6049024	5211335	9253196	30910925	15274926	16224088	12778157	12989069	13918283	83688470
Average Total Revenues	6	13580	1957	693	1780	2138	4168	12335	40625	71158	159727	371116	662775	3804021
Operating Costs/Operating Income (%)														
Cost of Operations	7	86.3	72.3	71.9	83.6	77.8	83.3	83.7	87.8	87.2	86.2	91.3	88.6	87.2
Salaries and Wages	8	4.8	7.8	6.6	3.7	6.8	5.3	5.2	4.1	4.2	3.2	3.3	4.0	5.2
Taxes Paid	9	0.9	2.9	1.9	1.0	1.1	0.9	1.0	0.8	0.9	1.5	0.6	0.7	0.8
Interest Paid	10	0.6	0.1	0.5	0.2	0.3	0.3	0.4	0.4	0.5	0.4	0.4	0.6	0.8
Depreciation, Depletion, Amortization	11	0.8	0.6	0.5	0.6	1.0	0.7	0.6	0.6	0.7	0.6	0.6	0.9	1.0
Pensions and Other Benefits	12	0.7	0.7	1.1	0.4	0.5	0.6	0.6	0.5	0.6	0.6	0.4	0.4	1.0
Other	13	5.1	14.7	11.8	6.5	7.5	5.6	5.8	4.7	4.0	6.1	3.3	4.6	4.8
Officers Compensation	14	0.9	2.1	9.4	2.6	2.9	2.5	1.9	1.1	0.9	0.7	0.5	0.3	0.1
Operating Margin	15	•	•	•	1.3	2.2	0.8	0.9	0.2	1.0	0.8	•	•	•
Oper. Margin Before Officers Compensation	16	0.9	1.0	5.9	4.0	5.1	3.3	2.8	1.2	2.0	1.5	•	0.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	862	•	1	37	115	250	956	2591	5614	10493	22504	36082	239792
Inventories	18	694	•	3	24	45	135	503	1933	4066	8853	22405	47259	217520
Net Property, Plant and Equipment	19	657	•	16	38	60	137	362	1279	2799	5976	15593	44997	248910
Total Assets	20	2923	•	43	172	351	705	2288	7014	15695	31129	70382	158356	982732

Notes and Loans Payable **21**	942	•	33	49	65	147	556	1993	4513	9206	21925	51492	362096
All Other Liabilities **22**	1086	•	8	69	104	222	898	2416	5387	11019	25056	53146	384324
Net Worth **23**	895	•	1	55	182	335	834	2604	5795	10904	23401	53718	236312

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.7	1.5	2.0	2.0	1.6	1.6	1.5	1.4	1.5	1.5	1.5
Quick Ratio **25**	0.9	•	1.3	1.1	1.5	1.3	1.1	0.9	0.8	0.8	0.8	0.7	0.8
Net Sales to Working Capital **26**	21.6	•	•	47.3	17.3	16.6	18.9	21.5	19.3	22.1	22.6	20.7	23.0
Coverage Ratio **27**	3.7	•	9.0	12.9	13.1	7.2	4.7	3.7	4.3	5.4	3.6	3.3	2.7
Total Asset Turnover **28**	4.6	•	•	10.3	6.1	5.9	5.4	5.7	4.5	5.1	5.2	4.1	3.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	32.3	2.2	0.9	1.1	1.8	1.7	1.7	1.9	2.0	2.0	3.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.4	•	97.0	68.2	48.2	52.4	63.6	62.9	63.1	65.0	66.8	66.1	76.0
Return on Assets **33**	9.3	•	•	25.0	19.5	11.0	9.6	9.1	9.7	10.3	7.3	8.6	8.0
Return on Equity **34**	17.6	•	•	•	33.1	18.4	18.6	15.2	16.8	20.3	12.0	12.6	14.0
Return Before Interest on Equity **35**	30.5	•	•	•	•	23.1	26.3	24.6	26.2	29.4	22.0	25.2	33.4
Profit Margin, Before Income Tax **36**	1.5	14.8	3.6	2.3	3.0	1.6	1.4	1.2	1.7	1.7	1.0	1.5	1.4
Profit Margin, After Income Tax **37**	1.2	11.2	3.5	2.2	2.8	1.5	1.3	1.0	1.4	1.4	0.8	1.1	0.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	86.8	86.3	86.9	87.1	87.0	86.9	86.3	85.8	86.0	86.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.7	0.2	0.7	0.5	0.7	0.8	0.8	1.0	1.0	0.9
Average Net Receivables ($) **41**	537	562	515	625	661	735	760	678	795	862
Average Inventories ($) **42**	511	540	478	578	584	639	665	585	698	694
Average Net Worth ($) **43**	670	672	587	722	752	873	968	1006	1002	895
Current Ratio (×1) **44**	1.5	1.5	1.5	1.6	1.5	1.6	1.5	1.5	1.5	1.5
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.8	0.9
Coverage Ratio (×1) **46**	3.2	3.5	3.5	3.4	3.1	3.0	3.3	3.7	3.9	3.7
Asset Turnover (×1) **47**	5.1	4.9	5.0	4.8	4.9	4.7	4.5	4.1	4.6	4.6
Operating Leverage **48**	71.1	3.5	0.4	1.4	0.8	0.7	0.6	1.1	0.0	41.0
Financial Leverage **49**	0.9	1.1	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	64.7	3.7	0.4	1.5	0.8	0.7	0.6	1.1	0.0	41.6

MACHINERY, EQUIPMENT, AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	55250	2328	21191	7789	7140	6729	8243	997	501	181	78	51	21
Revenues ($ in Thousands)														
Net Sales	2	156819511	2071756	3761225	4841737	8444200	14168013	42789333	14851678	13653911	11427789	8412987	10460840	21936042
Portfolio Income	3	1319755	31634	5616	26102	35002	22625	185111	51025	86161	114272	81644	108194	572371
Other Revenues	4	2394281	11710	21671	52466	71395	136245	588867	124716	248960	117160	162071	95721	763296
Total Revenues	5	160533547	2115100	3788512	4920305	8550597	14326883	43563311	15027419	13989032	11659221	8656702	10664755	23271709
Average Total Revenues	6	2906	909	179	632	1198	2129	5285	15073	27922	64416	110983	209113	1108177
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.2	77.1	62.5	72.9	68.4	70.8	74.9	76.0	75.9	77.3	75.2	77.2	80.6
Salaries and Wages	8	7.3	7.8	6.9	4.0	7.8	7.9	7.9	8.0	7.5	6.8	7.4	6.5	6.0
Taxes Paid	9	1.4	1.2	2.1	1.5	1.9	1.6	1.4	1.3	1.3	1.1	1.3	1.2	1.2
Interest Paid	10	1.1	1.5	0.7	0.7	0.6	0.6	0.8	1.0	1.2	1.2	1.6	1.6	2.1
Depreciation, Depletion, Amortization	11	1.8	3.4	1.0	1.0	1.3	1.1	1.3	1.2	2.0	2.5	2.4	2.1	3.2
Pensions and Other Benefits	12	1.1	0.7	1.2	0.6	0.7	0.9	1.0	0.9	1.1	1.0	1.5	1.5	1.5
Other	13	9.0	13.5	18.7	12.4	11.9	10.7	8.9	7.6	8.6	8.0	8.5	8.9	6.4
Officers Compensation	14	2.7	1.2	7.1	6.7	6.3	4.8	3.3	2.6	1.8	1.2	0.9	0.7	0.4
Operating Margin	15	0.5	•	•	0.3	1.2	1.6	0.5	1.5	0.7	0.9	1.3	0.4	•
Oper. Margin Before Officers Compensation	16	3.2	•	7.0	6.9	7.5	6.4	3.8	4.1	2.5	2.2	2.2	1.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	410	•	7	56	111	235	629	2231	4133	10602	19433	38798	229336
Inventories	18	450	•	5	36	105	270	793	2590	5677	11481	24828	55844	146397
Net Property, Plant and Equipment	19	200	•	6	28	56	77	281	882	2522	6245	11750	25654	95095
Total Assets	20	1389	•	31	175	365	722	2078	6837	15210	34411	70381	151263	774557

Notes and Loans Payable **21**	477	•	32	63	108	186	605	2150	5274	12557	27576	54084	296630
All Other Liabilities **22**	475	•	15	54	116	250	722	2602	5154	10509	22689	54901	256740
Net Worth **23**	437	•	-16	58	142	286	751	2084	4783	11344	20116	42279	221188

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.4	2.0	1.9	1.9	1.8	1.5	1.4	1.5	1.4	1.4	1.4
Quick Ratio **25**	0.8	•	1.0	1.3	1.2	1.0	0.9	0.7	0.6	0.7	0.6	0.6	0.8
Net Sales to Working Capital **26**	8.0	•	27.8	10.3	8.6	7.4	7.2	8.2	7.8	7.8	7.7	7.0	8.7
Coverage Ratio **27**	3.5	•	2.0	3.7	5.0	5.4	3.8	3.7	3.7	3.6	3.6	2.4	3.3
Total Asset Turnover **28**	2.1	•	5.8	3.6	3.2	2.9	2.5	2.2	1.8	1.8	1.5	1.4	1.4
Inventory Turnover **29**	9.5	•	•	•	•	•	9.8	8.7	7.3	8.5	6.5	5.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.1
Total Liabilities to Net Worth **31**	2.2	•	•	2.0	1.6	1.5	1.8	2.3	2.2	2.0	2.5	2.6	2.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.6	•	•	66.6	61.2	60.4	63.9	69.5	68.6	67.0	71.4	72.1	71.5
Return on Assets **33**	8.1	•	7.4	9.1	9.9	9.7	7.7	8.1	7.8	7.5	8.8	5.4	9.5
Return on Equity **34**	14.5	•	•	17.5	17.7	17.3	13.3	15.8	14.5	12.7	17.0	8.0	17.1
Return Before Interest on Equity **35**	25.8	•	•	27.4	25.5	24.6	21.3	26.7	24.8	22.8	30.7	19.3	33.2
Profit Margin, Before Income Tax **36**	2.8	•	0.6	1.9	2.4	2.7	2.3	2.7	3.2	3.0	4.1	2.4	4.9
Profit Margin, After Income Tax **37**	2.2	•	0.6	1.7	2.1	2.4	1.9	2.2	2.5	2.3	3.2	1.7	3.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.7	74.9	75.6	75.5	75.4	75.2	75.5	76.2	75.0	75.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	0.1	0.2	0.7	1.1	1.0	1.3	1.0	1.5	2.7	3.2
Average Net Receivables ($) **41**	342	383	400	375	378	372	386	385	396	410
Average Inventories ($) **42**	369	387	397	418	430	452	435	411	437	450
Average Net Worth ($) **43**	348	379	388	399	398	447	431	395	423	437
Current Ratio (x1) **44**	1.5	1.5	1.4	1.5	1.5	1.6	1.5	1.5	1.6	1.5
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.7	0.8	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	1.7	1.8	2.1	2.2	2.0	1.9	1.6	2.0	2.8	3.5
Asset Turnover (x1) **47**	1.9	1.8	1.9	1.9	1.9	1.8	1.8	1.9	2.0	2.1
Total Liabilities/Net Worth (x1) **48**	2.4	2.5	2.5	2.4	2.4	2.2	2.2	2.3	2.2	2.2
Return on Assets (x1) **49**	6.6	5.9	6.4	7.1	7.0	6.1	4.9	5.4	6.6	8.1
Return on Equity (%) **50**	3.7	3.7	7.1	9.4	8.3	6.0	3.1	6.1	10.3	14.5

MACHINERY, EQUIPMENT, AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	36321	711	11249	5284	5352	5451	6717	848	434	153	64	40	17
Revenues ($ in Thousands)														
Net Sales	2	133333547	1596147	2668774	3719578	6290759	12095125	36028532	12807629	11944547	10406366	7747785	8685769	19342535
Portfolio Income	3	1130922	27943	2266	23158	32270	18141	135644	45955	51943	89012	71366	79184	554039
Other Revenues	4	2066007	5354	7524	15394	57039	126500	423616	108574	242596	106025	143211	98290	731887
Total Revenues	5	136530476	1629444	2678564	3758130	6380068	12239766	36587792	12962158	12239086	10601403	7962362	8863243	20628461
Average Total Revenues	6	3759	2292	238	711	1192	2245	5447	15286	28201	69290	124412	221581	1213439
Operating Costs/Operating Income (%)														
Cost of Operations	7	74.9	78.6	63.0	74.0	65.9	71.1	74.9	75.1	75.3	77.9	75.2	76.1	79.3
Salaries and Wages	8	7.1	5.2	6.3	3.1	7.8	7.4	7.5	8.1	7.6	6.6	7.3	6.5	6.6
Taxes Paid	9	1.4	0.9	1.6	1.3	1.7	1.6	1.4	1.3	1.3	1.1	1.4	1.2	1.3
Interest Paid	10	1.1	1.4	0.3	0.5	0.7	0.6	0.7	0.9	1.1	1.0	1.4	1.5	2.3
Depreciation, Depletion, Amortization	11	1.6	2.8	0.7	0.8	1.3	1.0	1.1	1.1	1.8	2.2	2.2	2.2	2.8
Pensions and Other Benefits	12	1.1	0.4	0.9	0.6	0.8	0.9	0.9	0.9	1.1	1.0	1.4	1.5	1.6
Other	13	8.5	8.2	15.7	9.6	11.9	10.3	8.3	7.6	8.6	7.5	8.0	8.8	6.7
Officers Compensation	14	2.6	0.9	5.4	6.1	6.9	4.7	3.3	2.6	1.8	1.1	0.9	0.6	0.4
Operating Margin	15	1.8	1.6	6.1	4.1	3.1	2.6	2.0	2.3	1.5	1.7	2.2	1.6	•
Oper. Margin Before Officers Compensation	16	4.4	2.5	11.4	10.2	10.0	7.3	5.4	5.0	3.3	2.8	3.1	2.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	521	•	10	60	113	244	632	2230	4238	10766	20730	36921	243576
Inventories	18	593	•	6	39	106	270	822	2554	5993	11916	27704	57688	179062
Net Property, Plant and Equipment	19	236	•	5	20	54	74	249	820	2152	5748	12177	28813	94055
Total Assets	20	1749	•	37	176	371	726	2050	6752	15162	34023	73223	146337	848381

Notes and Loans Payable **21**	559	•	15	37	96	161	497	2041	4686	12023	27618	56941	327927
All Other Liabilities **22**	565	•	11	54	116	255	688	2414	5257	10611	23203	46196	248122
Net Worth **23**	624	•	11	86	159	310	866	2296	5219	11389	22402	43199	272332

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	2.8	2.2	2.1	2.0	1.9	1.6	1.5	1.5	1.5	1.4	1.4
Quick Ratio **25**	0.8	•	2.0	1.5	1.3	1.1	0.9	0.8	0.7	0.7	0.6	0.6	0.8
Net Sales to Working Capital **26**	7.5	•	12.7	10.0	7.8	7.4	6.7	7.5	7.0	8.2	7.2	7.1	8.1
Coverage Ratio **27**	4.9	3.7	•	11.4	7.9	7.6	6.4	4.8	4.8	4.6	4.7	3.5	3.6
Total Asset Turnover **28**	2.1	•	6.4	4.0	3.2	3.1	2.6	2.2	1.8	2.0	1.7	1.5	1.4
Inventory Turnover **29**	9.3	•	•	•	•	•	9.8	8.9	6.9	8.9	6.6	5.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.4
Total Liabilities to Net Worth **31**	1.8	•	2.3	1.1	1.3	1.4	1.4	2.0	1.9	2.0	2.3	2.4	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.3	•	69.9	51.3	57.2	57.3	57.8	66.0	65.6	66.5	69.4	70.5	67.9
Return on Assets **33**	11.0	•	•	22.6	16.2	13.4	11.1	10.0	9.0	9.1	10.4	7.7	10.8
Return on Equity **34**	20.4	•	•	39.8	29.8	24.1	19.6	19.4	16.9	17.0	21.0	14.2	18.1
Return Before Interest on Equity **35**	30.8	•	•	•	•	31.3	26.2	29.3	26.2	27.3	33.9	25.9	33.6
Profit Margin, Before Income Tax **36**	4.2	3.7	6.4	5.2	4.5	3.8	3.6	3.5	3.9	3.6	4.9	3.7	5.8
Profit Margin, After Income Tax **37**	3.5	2.8	6.4	4.9	4.0	3.4	3.2	3.0	3.2	2.9	3.9	2.8	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.3	74.8	75.7	75.4	75.2	74.8	75.3	75.4	74.7	74.9
Operating Margin (%) **39**	•	0.4	0.2	0.4	0.5	0.8	0.7	0.7	1.4	1.8
Oper. Margin Before Officers Comp. (%) **40**	2.7	2.9	2.8	3.2	3.3	3.8	3.7	3.7	4.1	4.4
Average Net Receivables ($) **41**	417	443	545	436	477	433	431	415	517	521
Average Inventories ($) **42**	422	427	529	474	540	536	470	485	591	593
Average Net Worth ($) **43**	502	497	581	507	588	622	558	545	646	624
Current Ratio (×1) **44**	1.7	1.6	1.5	1.6	1.7	1.7	1.7	1.7	1.6	1.6
Quick Ratio (×1) **45**	0.9	0.8	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.8
Coverage Ratio (×1) **46**	3.3	3.6	3.6	3.7	3.7	3.6	3.6	4.3	4.6	4.9
Asset Turnover (×1) **47**	2.1	2.1	2.1	2.0	2.1	2.0	2.0	2.1	2.1	2.1
Operating Leverage **48**	0.0	5.8	0.7	1.5	1.4	1.7	0.8	1.1	1.9	1.3
Financial Leverage **49**	0.7	1.1	1.1	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	0.0	6.1	0.8	1.6	1.4	1.6	0.8	1.1	2.0	1.4

MOTOR VEHICLES AND AUTOMOTIVE EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	22633	904	8285	4088	4376	1784	2611	295	180	38	23	22	26
Revenues ($ in Thousands)														
Net Sales	2	185513494	726884	1830389	3802257	6250781	4059687	13684142	5054910	6209139	3356196	2713216	7532049	130293844
Portfolio Income	3	3939307	4087	4143	3244	6145	3431	35195	10449	25282	15692	15145	51477	3765019
Other Revenues	4	2173173	21175	704	12342	45317	13338	112134	43533	46589	34894	27720	180277	1635149
Total Revenues	5	191625974	752146	1835236	3817843	6302243	4076456	13831471	5108892	6281010	3406782	2756081	7763803	135694012
Average Total Revenues	6	8467	832	222	934	1440	2285	5297	17318	34894	89652	119830	352900	5219000
Operating Costs/Operating Income (%)														
Cost of Operations	7	80.6	72.5	62.6	81.5	71.9	77.2	74.8	80.0	75.7	79.5	77.0	85.5	82.1
Salaries and Wages	8	3.6	3.2	4.9	4.8	8.9	8.7	8.5	7.3	8.6	7.3	7.5	3.3	2.1
Taxes Paid	9	0.8	1.6	1.9	1.1	1.7	1.8	1.6	1.2	1.4	1.2	1.4	0.7	0.5
Interest Paid	10	1.8	1.0	0.7	0.5	0.4	0.7	0.8	0.9	1.1	0.9	1.4	0.8	2.2
Depreciation, Depletion, Amortization	11	6.0	1.5	0.9	0.7	0.8	1.0	1.1	0.7	1.4	1.1	1.8	1.0	8.1
Pensions and Other Benefits	12	0.5	2.5	0.5	0.3	0.9	0.6	0.8	0.6	1.0	0.8	0.9	0.4	0.4
Other	13	8.1	48.2	17.5	9.0	10.0	8.6	8.8	6.5	7.7	6.6	7.2	6.5	7.7
Officers Compensation	14	0.8	2.9	8.9	2.5	4.7	2.5	2.9	2.1	1.5	0.9	1.0	0.5	0.1
Operating Margin	15	•	•	2.2	•	0.9	•	0.7	0.9	1.7	1.9	1.8	1.5	•
Oper. Margin Before Officers Compensation	16	•	•	11.1	2.2	5.5	1.4	3.6	2.9	3.2	2.8	2.8	2.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1552	•	5	30	70	152	533	1619	4643	9378	17774	41681	1153468
Inventories	18	845	•	14	91	154	356	899	3091	6000	15676	27805	37488	420282
Net Property, Plant and Equipment	19	1379	•	5	13	51	93	257	710	2378	5314	11711	24384	1092694
Total Assets	20	4866	•	38	173	338	703	2001	6834	15758	35806	67979	151377	3462988

Notes and Loans Payable **21**	1917	•	18	101	105	276	587	1936	5917	12438	23157	40938	1415514
All Other Liabilities **22**	1798	•	12	50	71	203	668	1848	5323	11983	19111	39264	1334879
Net Worth **23**	1151	•	8	22	162	224	746	3051	4518	11385	25712	71175	712595

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.4	2.2	3.1	2.3	1.9	1.8	1.7	1.5	1.7	1.8	1.1
Quick Ratio **25**	0.7	•	1.2	0.8	1.3	0.8	0.8	0.7	0.8	0.6	0.7	0.9	0.7
Net Sales to Working Capital **26**	18.9	•	12.6	11.2	7.8	6.8	6.8	6.8	7.1	9.1	5.5	8.4	•
Coverage Ratio **27**	1.6	•	4.8	1.3	5.0	0.2	3.2	3.3	3.7	4.9	3.4	7.1	1.4
Total Asset Turnover **28**	1.7	•	5.9	5.4	4.2	3.2	2.6	2.5	2.2	2.5	1.7	2.3	1.5
Inventory Turnover **29**	•	•	•	•	•	9.9	8.7	8.9	8.7	9.0	6.5	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.7
Total Liabilities to Net Worth **31**	3.2	•	3.8	6.7	1.1	2.1	1.7	1.3	2.5	2.2	1.7	1.1	3.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.4	•	79.2	87.0	52.0	68.2	62.7	55.4	71.3	68.2	62.2	53.0	79.4
Return on Assets **33**	5.0	•	18.1	3.2	8.8	0.4	6.8	7.1	8.5	10.6	8.2	12.1	4.5
Return on Equity **34**	4.9	•	•	3.1	13.3	•	10.1	8.6	19.1	20.8	11.2	17.5	2.8
Return Before Interest on Equity **35**	21.0	•	•	24.4	18.4	1.1	18.3	15.8	29.6	33.2	21.7	25.8	21.8
Profit Margin, Before Income Tax **36**	1.2	•	2.5	0.1	1.7	•	1.8	2.0	2.8	3.4	3.3	4.6	0.9
Profit Margin, After Income Tax **37**	0.7	•	2.3	•	1.5	•	1.5	1.5	2.5	2.7	2.5	3.6	0.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	79.9	82.9	84.2	83.5	82.2	81.5	80.6	81.0	80.7	80.6
Operating Margin (%) **39**	2.7	0.8	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	3.8	1.6	0.2	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	430	545	742	782	1021	1164	1344	1402	1426	1552
Average Inventories ($) **42**	522	628	681	698	707	706	693	784	811	845
Average Net Worth ($) **43**	706	849	920	999	1041	1032	1029	1053	1103	1151
Current Ratio (x1) **44**	1.8	1.8	1.6	1.5	1.5	1.4	1.4	1.3	1.2	1.2
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.7
Coverage Ratio (x1) **46**	4.8	3.6	1.8	1.8	1.6	1.4	1.1	1.5	1.4	1.6
Asset Turnover (x1) **47**	2.6	2.6	2.5	2.1	1.9	1.8	1.7	1.8	1.7	1.7
Total Liabilities/Net Worth (x1) **48**	1.3	1.4	1.6	1.7	1.9	2.2	2.4	2.7	2.9	3.2
Return on Assets (x1) **49**	14.8	10.3	6.9	6.1	6.1	5.2	4.7	5.1	4.0	5.0
Return on Equity (%) **50**	14.8	9.9	2.8	3.9	3.7	1.9	•	2.1	1.7	4.9

MOTOR VEHICLES AND AUTOMOTIVE EQUIPMENT

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	14802	•	4585	2558	3497	938	2092	226	153	34	19	•	18
Revenues ($ in Thousands)														
Net Sales	2	125777524	•	1412607	3133318	5745966	1912041	11785605	4192313	5458879	2852960	2273864	•	78835687
Portfolio Income	3	2444696	•	4143	675	3932	2068	27685	8715	21699	14971	14394	•	2296617
Other Revenues	4	1026754	•	704	6412	41930	9442	103628	38761	40063	25778	25411	•	535956
Total Revenues	5	129248974	•	1417454	3140405	5791828	1923551	11916918	4239789	5520641	2893709	2313669	•	81668260
Average Total Revenues	6	8732	•	309	1228	1656	2051	5696	18760	36083	85109	121772	•	4537126
Operating Costs/Operating Income (%)														
Cost of Operations	7	79.5	•	62.1	84.4	72.3	74.5	74.6	80.9	75.1	78.7	75.8	•	80.9
Salaries and Wages	8	4.1	•	5.1	3.4	8.7	8.8	8.5	6.2	8.3	7.4	7.6	•	2.5
Taxes Paid	9	0.9	•	1.7	0.8	1.5	1.6	1.6	1.2	1.4	1.2	1.4	•	0.7
Interest Paid	10	1.6	•	0.4	0.4	0.4	1.0	0.8	0.8	1.0	0.8	1.5	•	2.0
Depreciation, Depletion, Amortization	11	5.1	•	0.9	0.6	0.8	1.0	1.0	0.7	1.4	1.1	1.6	•	7.6
Pensions and Other Benefits	12	0.6	•	0.6	0.3	0.9	0.6	0.8	0.6	1.1	0.8	1.0	•	0.5
Other	13	7.5	•	14.3	7.1	9.3	8.1	8.6	5.7	7.4	5.8	7.6	•	7.3
Officers Compensation	14	1.0	•	9.8	1.8	4.5	2.7	2.9	2.2	1.7	1.0	1.1	•	0.1
Operating Margin	15	•	•	5.2	1.5	1.7	1.6	1.4	1.8	2.8	3.2	2.6	•	•
Oper. Margin Before Officers Compensation	16	0.8	•	15.0	3.3	6.2	4.3	4.2	3.9	4.5	4.2	3.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1282	•	6	26	73	146	561	1602	4667	9966	19134	•	819266
Inventories	18	894	•	20	93	149	337	908	3202	6333	14847	25770	•	370252
Net Property, Plant and Equipment	19	1196	•	6	7	55	104	257	743	2358	4662	11267	•	858488
Total Assets	20	4202	•	48	168	337	679	2037	6988	15811	34547	68109	•	2554645

Notes and Loans Payable **21**	1766	•	13	74	88	265	564	2098	5409	10900	23527	•	1179542
All Other Liabilities **22**	1197	•	11	38	75	156	651	1667	5311	11170	18013	•	726103
Net Worth **23**	1239	•	24	55	174	258	821	3222	5091	12477	26570	•	648999

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	3.3	2.2	3.0	2.4	2.0	1.9	1.7	1.7	1.8	•	1.3
Quick Ratio **25**	0.8	•	1.6	0.8	1.3	0.8	0.9	0.8	0.8	0.7	0.8	•	0.8
Net Sales to Working Capital **26**	10.8	•	11.2	14.4	9.2	6.5	6.5	7.1	7.0	7.5	5.3	•	14.1
Coverage Ratio **27**	2.7	•	•	5.5	7.8	3.2	4.2	4.6	5.0	6.7	3.8	•	2.1
Total Asset Turnover **28**	2.0	•	6.4	7.3	4.9	3.0	2.8	2.7	2.3	2.4	1.8	•	1.7
Inventory Turnover **29**	•	•	•	•	•	9.0	9.3	9.4	8.5	8.9	7.0	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	1.0	2.0	0.9	1.6	1.5	1.2	2.1	1.8	1.6	•	2.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.5	•	49.6	66.9	48.3	62.1	59.7	53.9	67.8	63.9	61.0	•	74.6
Return on Assets **33**	8.4	•	37.4	15.3	14.0	9.8	9.0	9.8	11.1	13.3	10.1	•	7.1
Return on Equity **34**	13.4	•	•	36.3	22.0	14.8	14.2	13.6	25.1	25.6	14.5	•	9.5
Return Before Interest on Equity **35**	28.4	•	•	•	27.1	25.8	22.2	21.2	34.5	•	26.0	•	28.0
Profit Margin, Before Income Tax **36**	2.6	•	5.5	1.7	2.5	2.2	2.5	2.9	3.9	4.7	4.3	•	2.1
Profit Margin, After Income Tax **37**	2.0	•	5.4	1.7	2.3	1.9	2.1	2.4	3.6	3.8	3.2	•	1.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	80.0	83.3	82.5	82.7	82.1	81.8	81.3	80.1	79.7	79.5
Operating Margin (%) **39**	3.8	1.5	1.5	1.7	•	0.4	0.4	•	0.2	•
Oper. Margin Before Officers Comp. (%) **40**	4.8	2.4	2.5	2.9	1.3	1.5	1.5	0.7	1.3	0.8
Average Net Receivables ($) **41**	532	701	708	772	1103	1194	1320	1332	1485	1282
Average Inventories ($) **42**	604	736	616	669	716	738	722	695	783	894
Average Net Worth ($) **43**	956	1164	918	983	1154	1160	1214	1146	1358	1239
Current Ratio (x1) **44**	1.9	1.9	1.7	1.6	1.7	1.6	1.4	1.3	1.2	1.5
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.9	1.0	0.9	0.9	0.8	0.8	0.8
Coverage Ratio (x1) **46**	6.4	4.6	4.0	4.1	3.0	2.9	2.5	2.7	2.6	2.7
Asset Turnover (x1) **47**	2.6	2.6	2.7	2.4	2.1	2.1	2.1	1.9	1.8	2.0
Operating Leverage **48**	0.8	0.4	1.0	1.1	0.0	10.1	1.1	•	•	•
Financial Leverage **49**	0.9	1.0	1.1	1.1	0.9	1.0	0.9	1.0	1.0	1.1
Total Leverage **50**	0.7	0.4	1.0	1.3	0.0	9.6	1.0	•	•	•

FURNITURE AND HOME FURNISHINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9204	494	4796	1306	629	805	938	165	47	17	4	3	•
Revenues ($ in Thousands)														
Net Sales	2	17996647	86437	1425499	874151	739015	1711022	5359695	2957410	1818111	1494293	442840	1088172	•
Portfolio Income	3	85580	855	436	754	•	3702	39915	5998	6663	2077	1314	23865	•
Other Revenues	4	418518	550	3027	22885	3957	21806	127754	122875	20153	65078	537	29899	•
Total Revenues	5	18500745	87842	1428962	897790	742972	1736530	5527364	3086283	1844927	1561448	444691	1141936	•
Average Total Revenues	6	2010	178	298	687	1181	2157	5893	18705	39254	91850	111173	380645	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.8	24.8	55.9	75.1	62.8	72.9	69.6	77.7	74.6	80.5	74.3	58.3	•
Salaries and Wages	8	7.9	15.4	9.2	6.1	4.8	6.2	9.4	8.7	5.6	7.2	8.0	7.6	•
Taxes Paid	9	1.8	2.2	2.5	2.6	1.7	1.9	1.7	1.4	1.6	1.0	2.4	2.3	•
Interest Paid	10	0.8	0.6	0.2	0.6	0.5	0.8	0.7	1.3	1.3	0.7	1.8	0.7	•
Depreciation, Depletion, Amortization	11	0.8	0.8	1.1	0.7	0.7	0.5	0.7	0.9	0.5	0.6	0.7	1.6	•
Pensions and Other Benefits	12	0.8	2.5	1.2	0.5	0.3	0.5	0.7	0.7	0.6	0.9	1.1	1.4	•
Other	13	13.9	28.2	24.1	14.1	24.0	12.1	14.1	11.1	9.5	9.1	8.9	17.6	•
Officers Compensation	14	3.5	5.6	3.5	2.9	5.9	5.1	5.3	1.7	2.7	1.2	0.9	1.5	•
Operating Margin	15	•	20.0	2.4	•	•	•	•	•	3.7	•	2.0	9.0	•
Oper. Margin Before Officers Compensation	16	3.4	25.6	5.9	0.5	5.3	5.1	3.2	•	6.4	0.1	2.9	10.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	230	•	6	39	136	247	718	2935	5601	11502	16217	24967	•
Inventories	18	248	•	17	60	120	285	878	2303	4925	9613	23378	43316	•
Net Property, Plant and Equipment	19	70	•	7	9	52	41	202	705	955	4473	11220	21038	•
Total Assets	20	693	•	42	136	395	743	2156	6882	15322	31599	64652	159796	•

Notes and Loans Payable **21**	228	•	32	59	126	225	631	2539	5317	8484	30678	26201	•
All Other Liabilities **22**	273	•	10	87	182	276	899	2307	5289	11499	16686	93407	•
Net Worth **23**	192	•	-0	-10	88	243	626	2036	4716	11616	17289	40188	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	3.1	1.5	1.5	2.1	1.6	1.5	2.0	1.5	2.1	1.4	•
Quick Ratio **25**	0.8	•	1.4	0.7	0.7	0.9	0.8	0.8	1.0	0.8	0.7	0.5	•
Net Sales to Working Capital **26**	8.6	•	13.2	16.7	10.0	6.5	8.1	10.4	6.1	11.0	4.2	9.3	•
Coverage Ratio **27**	4.1	•	13.2	1.6	0.9	2.9	2.4	1.7	5.0	5.8	2.4	•	•
Total Asset Turnover **28**	2.8	•	7.1	4.9	3.0	2.9	2.7	2.6	2.5	2.8	1.7	2.3	•
Inventory Turnover **29**	•	•	•	•	•	•	9.1	•	•	•	7.0	9.8	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.6	•	•	•	3.5	2.1	2.5	2.4	2.3	1.7	2.7	3.0	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.3	•	•	•	77.9	67.4	71.0	70.4	69.2	63.2	73.3	74.9	•
Return on Assets **33**	9.8	•	20.5	4.3	1.3	6.4	4.6	5.9	16.3	11.4	7.2	33.1	•
Return on Equity **34**	21.2	•	•	•	•	11.6	6.4	5.4	38.9	22.8	13.7	•	•
Return Before Interest on Equity **35**	•	•	•	•	5.6	19.6	15.9	19.8	•	31.0	27.0	•	•
Profit Margin, Before Income Tax **36**	2.6	21.6	2.7	0.3	•	1.5	1.0	1.0	5.2	3.4	2.4	13.9	•
Profit Margin, After Income Tax **37**	2.1	14.3	2.6	0.3	•	1.3	0.7	0.6	4.8	3.0	2.1	9.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	71.5	70.4	69.8	70.6	70.9	69.2	71.4	71.7	71.8	70.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.7	2.7	3.3	2.5	2.5	2.4	1.5	2.8	3.7	3.4
Average Net Receivables ($) **41**	178	140	204	163	183	176	214	186	201	230
Average Inventories ($) **42**	198	197	244	219	238	232	261	242	226	248
Average Net Worth ($) **43**	181	144	207	161	182	204	251	236	231	192
Current Ratio (x1) **44**	1.6	1.6	1.6	1.7	1.6	1.6	1.7	1.7	1.7	1.7
Quick Ratio (x1) **45**	0.8	0.7	0.8	0.8	0.8	0.7	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.2	2.0	2.5	1.6	1.5	0.8	1.3	2.1	3.6	4.1
Asset Turnover (x1) **47**	2.6	2.6	2.4	2.5	2.6	2.4	2.5	2.6	2.7	2.8
Total Liabilities/Net Worth (x1) **48**	2.3	2.6	2.4	2.6	2.5	2.3	2.0	1.8	1.9	2.6
Return on Assets (x1) **49**	7.1	6.1	6.7	5.3	5.2	2.6	4.6	4.8	7.5	9.8
Return on Equity (%) **50**	6.1	5.2	8.6	3.2	3.0	•	0.5	3.2	11.5	21.2

FURNITURE AND HOME FURNISHINGS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6315	•	3438	464	384	646	747	116	44	•	4	3	•
Revenues ($ in Thousands)														
Net Sales	2	15295456	•	1256159	551416	418199	1335234	4518292	2343967	1809800	•	442840	1088172	•
Portfolio Income	3	41259	•	432	658	•	3438	1963	5209	1543	•	1314	23865	•
Other Revenues	4	382835	•	3028	22654	3890	17710	110601	105154	24506	•	537	29899	•
Total Revenues	5	15719550	•	1259619	574728	422089	1356382	4630856	2454330	1835849	•	444691	1141936	•
Average Total Revenues	6	2489	•	366	1239	1099	2100	6199	21158	41724	•	111173	380645	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.0	•	54.3	77.7	63.3	69.1	71.1	78.7	74.7	•	74.3	58.3	•
Salaries and Wages	8	7.7	•	10.3	2.5	3.8	7.3	8.9	7.6	5.6	•	8.0	7.6	•
Taxes Paid	9	1.6	•	2.5	2.3	1.5	1.8	1.5	1.2	1.6	•	2.4	2.3	•
Interest Paid	10	0.8	•	0.2	0.2	0.6	0.9	0.7	0.9	1.2	•	1.8	0.7	•
Depreciation, Depletion, Amortization	11	0.7	•	1.0	0.8	0.5	0.7	0.7	0.7	0.5	•	0.7	1.6	•
Pensions and Other Benefits	12	0.8	•	1.4	0.3	0.5	0.5	0.7	0.4	0.6	•	1.1	1.4	•
Other	13	13.0	•	23.2	9.2	22.2	14.2	12.0	11.4	9.4	•	8.9	17.6	•
Officers Compensation	14	3.1	•	3.1	3.4	5.9	4.6	4.4	1.7	2.7	•	0.9	1.5	•
Operating Margin	15	1.4	•	4.2	3.7	1.8	1.1	•	•	3.9	•	2.0	9.0	•
Oper. Margin Before Officers Compensation	16	4.5	•	7.3	7.0	7.7	5.7	4.4	•	6.6	•	2.9	10.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	272	•	4	47	125	246	758	2893	5702	•	16217	24967	•
Inventories	18	297	•	12	35	107	319	916	2435	4955	•	23378	43316	•
Net Property, Plant and Equipment	19	86	•	7	12	39	45	236	619	947	•	11220	21038	•
Total Assets	20	811	•	39	138	413	757	2164	6670	15210	•	64652	159796	•

Notes and Loans Payable **21**	225	•	16	8	133	234	562	1847	4435	•	30678	26201	•
All Other Liabilities **22**	305	•	7	57	99	266	889	2052	5123	•	16686	93407	•
Net Worth **23**	281	•	16	73	181	257	714	2771	5652	•	17289	40188	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	1.7	•	3.7	2.3	2.8	2.1	1.5	1.6	1.9	•	2.1	1.4	•
Quick Ratio **25**	0.8	•	1.9	1.4	1.2	0.9	0.7	0.9	1.0	•	0.7	0.5	•
Net Sales to Working Capital **26**	8.6	•	16.8	17.3	4.6	6.2	9.2	9.3	6.7	•	4.2	9.3	•
Coverage Ratio **27**	6.5	•	•	•	5.6	4.1	4.5	3.5	5.5	•	2.4	•	•
Total Asset Turnover **28**	3.0	•	9.3	8.6	2.6	2.7	2.8	3.0	2.7	•	1.7	2.3	•
Inventory Turnover **29**	•	•	•	•	•	9.0	9.4	•	•	•	7.0	9.8	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	1.4	0.9	1.3	2.0	2.0	1.4	1.7	•	2.7	3.0	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	65.3	•	58.6	46.9	56.2	66.0	67.0	58.5	62.8	•	73.3	74.9	•
Return on Assets **33**	14.9	•	•	•	8.6	9.7	9.2	9.4	17.6	•	7.2	33.1	•
Return on Equity **34**	30.7	•	•	•	16.2	20.1	18.2	13.0	35.5	•	13.7	•	•
Return Before Interest on Equity **35**	•	•	•	•	19.7	28.6	27.7	22.6	•	•	27.0	•	•
Profit Margin, Before Income Tax **36**	4.2	•	4.5	7.9	2.7	2.7	2.5	2.2	5.3	•	2.4	13.9	•
Profit Margin, After Income Tax **37**	3.6	•	4.5	7.8	2.7	2.5	2.2	1.8	4.9	•	2.1	9.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.8	72.0	70.4	71.0	71.8	68.6	72.1	71.3	71.8	71.0
Operating Margin (%) **39**	1.4	0.8	1.8	1.0	1.4	1.3	1.2	1.0	2.0	1.4
Oper. Margin Before Officers Comp. (%) **40**	3.8	4.3	4.8	4.8	4.8	6.6	5.0	4.8	5.5	4.5
Average Net Receivables ($) **41**	281	213	355	280	254	227	237	274	310	272
Average Inventories ($) **42**	297	281	395	360	314	288	254	337	319	297
Average Net Worth ($) **43**	291	234	408	352	280	370	325	407	395	281
Current Ratio (×1) **44**	1.6	1.8	1.7	1.8	1.7	1.8	1.8	1.9	1.8	1.7
Quick Ratio (×1) **45**	0.9	0.8	0.9	0.9	0.9	0.8	0.9	0.9	0.9	0.8
Coverage Ratio (×1) **46**	4.0	4.7	4.8	4.1	3.6	4.9	4.7	5.6	6.5	6.5
Asset Turnover (×1) **47**	2.7	2.6	2.4	2.7	2.9	2.8	2.6	2.6	2.8	3.0
Operating Leverage **48**	1.5	0.5	2.4	0.6	1.4	0.9	1.0	0.8	2.0	0.7
Financial Leverage **49**	0.9	1.1	1.1	1.0	1.0	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**	1.4	0.6	2.5	0.6	1.4	0.9	1.0	0.8	2.2	0.7

LUMBER AND CONSTRUCTION MATERIALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13277	647	3559	1795	2005	1670	2784	535	201	56	12	11	3
Revenues ($ in Thousands)														
Net Sales	2	72470551	94560	712591	1025234	2422633	4293980	22877475	12304142	12465076	5568337	2841057	4406999	3458468
Portfolio Income	3	324607	13089	1202	1871	4335	27250	71970	15904	16932	17596	7021	13050	134391
Other Revenues	4	581192	1589	9880	5240	16775	50172	143540	67933	47323	61627	7460	5615	164033
Total Revenues	5	73376350	109238	723673	1032345	2443743	4371402	23092985	12387979	12529331	5647560	2855538	4425664	3756892
Average Total Revenues	6	5527	169	203	575	1219	2618	8295	23155	62335	100849	237962	402333	1252297
Operating Costs/Operating Income (%)														
Cost of Operations	7	84.0	58.4	66.6	78.3	74.2	77.7	84.0	82.4	86.9	86.8	87.8	84.8	92.4
Salaries and Wages	8	4.6	5.0	2.1	1.2	5.1	5.6	4.6	5.6	4.3	4.6	3.6	5.7	2.3
Taxes Paid	9	1.1	4.9	1.6	1.4	3.1	1.4	1.0	1.0	0.8	0.8	0.8	0.9	1.4
Interest Paid	10	1.0	0.6	0.3	0.1	0.9	0.8	0.7	0.8	0.7	1.0	0.7	1.1	4.5
Depreciation, Depletion, Amortization	11	0.9	0.7	1.4	1.2	1.6	1.4	0.7	0.7	0.6	0.9	1.0	1.0	2.1
Pensions and Other Benefits	12	0.6	0.3	0.6	1.0	0.8	0.9	0.6	0.6	0.6	0.7	0.7	0.7	0.3
Other	13	5.0	21.5	17.1	6.8	9.7	9.0	4.9	4.9	3.3	4.1	3.2	4.0	5.4
Officers Compensation	14	1.9	10.8	8.1	6.3	3.6	3.5	2.5	1.7	1.2	0.7	0.6	0.5	0.3
Operating Margin	15	0.9	•	2.2	3.8	1.0	•	1.0	2.2	1.8	0.4	1.7	1.4	•
Oper. Margin Before Officers Compensation	16	2.8	8.7	10.3	10.1	4.6	3.3	3.5	4.0	3.0	1.2	2.2	1.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	554	•	2	44	102	260	832	2284	6354	11120	26811	46095	122147
Inventories	18	472	•	2	24	92	230	762	2376	5107	8565	17738	38915	33807
Net Property, Plant and Equipment	19	303	•	7	31	65	144	359	993	1885	7044	15804	28203	254845
Total Assets	20	1658	•	24	164	348	755	2266	6735	15640	32176	71049	151756	765333

Notes and Loans Payable **21**	620	•	31	53	145	233	745	2061	5020	12716	21757	55537	525072
All Other Liabilities **22**	443	•	6	35	92	255	612	1750	4635	9396	24252	41684	113656
Net Worth **23**	595	•	-14	77	111	267	909	2924	5986	10064	25040	54534	126604

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.1	4.6	1.9	1.8	1.9	1.9	1.7	1.6	1.7	1.5	0.8
Quick Ratio **25**	0.9	•	0.7	3.6	1.1	1.0	1.1	1.0	1.0	0.9	1.0	0.8	0.4
Net Sales to Working Capital **26**	11.3	•	•	5.8	10.5	10.9	9.6	9.3	11.5	13.3	12.0	13.4	•
Coverage Ratio **27**	3.3	•	14.6	•	3.2	3.0	3.8	4.6	4.4	2.9	4.1	2.6	1.0
Total Asset Turnover **28**	3.3	•	8.5	3.5	3.5	3.4	3.6	3.4	4.0	3.1	3.3	2.6	1.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	1.1	2.1	1.8	1.5	1.3	1.6	2.2	1.8	1.8	5.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.1	•	•	53.2	68.0	64.7	59.9	56.6	61.7	68.7	64.8	64.1	83.5
Return on Assets **33**	10.1	•	34.4	16.0	9.7	8.4	9.7	12.7	11.7	8.8	9.6	7.6	6.8
Return on Equity **34**	16.8	•	•	32.3	18.8	14.5	15.9	20.6	19.8	15.2	14.5	9.1	•
Return Before Interest on Equity **35**	28.1	•	•	34.2	30.3	23.6	24.2	29.2	30.5	28.2	27.1	21.1	•
Profit Margin, Before Income Tax **36**	2.1	13.4	3.8	4.5	1.9	1.7	2.0	2.9	2.3	1.9	2.2	1.8	•
Profit Margin, After Income Tax **37**	1.8	8.7	3.5	4.4	1.7	1.5	1.8	2.6	1.9	1.5	1.5	1.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	82.4	82.4	82.4	83.2	82.7	83.2	82.4	83.6	84.2	84.0
Operating Margin (%) **39**	0.2	0.4	0.2	•	•	•	•	•	0.4	0.9
Oper. Margin Before Officers Comp. (%) **40**	2.2	2.4	2.2	1.7	1.7	0.8	0.7	1.8	2.3	2.8
Average Net Receivables ($) **41**	408	428	449	504	479	451	471	589	614	554
Average Inventories ($) **42**	313	331	380	406	413	392	403	479	534	472
Average Net Worth ($) **43**	412	408	467	454	481	418	447	565	647	595
Current Ratio (x1) **44**	1.7	1.6	1.7	1.6	1.6	1.6	1.6	1.6	1.6	1.7
Quick Ratio (x1) **45**	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (x1) **46**	2.4	3.0	2.9	2.0	1.9	1.5	1.0	2.1	2.7	3.3
Asset Turnover (x1) **47**	3.1	3.2	3.1	3.1	3.0	3.0	2.7	2.8	3.1	3.3
Total Liabilities/Net Worth (x1) **48**	1.8	2.0	1.9	2.2	2.1	2.4	2.4	2.3	1.9	1.8
Return on Assets (x1) **49**	8.3	9.2	9.3	7.8	8.0	6.7	4.1	6.5	7.9	10.1
Return on Equity (%) **50**	8.1	12.1	12.6	8.7	9.4	4.9	•	9.0	12.0	16.8

LUMBER AND CONSTRUCTION MATERIALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9118	•	1504	1464	1254	1228	2467	486	184	43	•	11	•
Revenues ($ in Thousands)														
Net Sales	2	61566760	•	496005	870715	1766225	3225621	20318064	11659297	11682198	4407623	•	4378521	•
Portfolio Income	3	225012	•	1174	1283	2786	21849	67584	15042	16592	14726	•	64296	•
Other Revenues	4	361486	•	9788	2472	7694	20573	134194	66248	44660	36654	•	32016	•
Total Revenues	5	62153258	•	506967	874470	1776705	3268043	20519842	11740587	11743450	4459003	•	4474833	•
Average Total Revenues	6	6817	•	337	597	1417	2661	8318	24158	63823	103698	•	406803	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	83.6	•	78.9	79.5	71.7	76.9	83.6	82.5	87.1	86.0	•	83.6	•
Salaries and Wages	8	4.7	•	•	0.8	5.2	5.8	4.5	5.5	4.2	4.8	•	5.2	•
Taxes Paid	9	1.0	•	1.1	0.7	3.1	1.3	1.0	1.0	0.7	0.8	•	1.3	•
Interest Paid	10	0.8	•	0.2	0.1	0.6	0.7	0.7	0.8	0.6	0.9	•	2.3	•
Depreciation, Depletion, Amortization	11	0.8	•	1.2	1.1	1.7	1.1	0.7	0.7	0.5	0.9	•	1.6	•
Pensions and Other Benefits	12	0.7	•	0.2	0.8	0.8	1.0	0.7	0.6	0.6	0.7	•	0.8	•
Other	13	4.7	•	8.6	5.5	8.9	7.5	4.8	4.9	3.3	3.8	•	4.6	•
Officers Compensation	14	1.9	•	2.4	5.0	3.7	3.6	2.5	1.7	1.2	0.7	•	0.6	•
Operating Margin	15	1.9	•	7.6	6.6	4.5	2.1	1.5	2.4	2.0	1.3	•	•	•
Oper. Margin Before Officers Compensation	16	3.8	•	10.0	11.5	8.2	5.7	4.0	4.1	3.2	2.0	•	0.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	680	•	5	47	86	258	831	2333	6371	11281	•	50462	•
Inventories	18	585	•	1	28	85	234	731	2427	5237	8907	•	34441	•
Net Property, Plant and Equipment	19	324	•	6	34	76	126	337	966	1816	5924	•	53277	•
Total Assets	20	1986	•	28	157	347	754	2188	6765	15710	31875	•	248765	•

Notes and Loans Payable **21**	673	•	39	19	133	210	673	2048	4715	11206	•	127892	•
All Other Liabilities **22**	520	•	11	25	58	215	614	1815	4565	9666	•	37798	•
Net Worth **23**	793	•	-21	112	157	329	901	2902	6430	11002	•	83075	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.5	4.9	2.2	2.2	2.0	1.9	1.8	1.6	•	1.0	•
Quick Ratio **25**	0.9	•	1.5	3.7	1.2	1.2	1.1	1.0	1.0	0.9	•	0.4	•
Net Sales to Working Capital **26**	11.2	•	•	6.2	11.6	8.9	9.6	9.8	11.2	12.7	•	•	•
Coverage Ratio **27**	4.6	•	•	•	9.4	5.7	4.8	5.0	5.4	3.7	•	2.0	•
Total Asset Turnover **28**	3.4	•	11.6	3.8	4.1	3.5	3.8	3.6	4.1	3.2	•	1.6	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	0.4	1.2	1.3	1.4	1.3	1.5	1.9	•	2.0	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.1	•	•	28.2	54.8	56.4	58.8	57.1	59.1	65.5	•	66.6	•
Return on Assets **33**	12.4	•	•	27.0	23.1	14.3	11.9	13.8	12.4	11.0	•	7.2	•
Return on Equity **34**	21.4	•	•	36.0	•	25.6	20.6	23.4	20.8	19.3	•	7.9	•
Return Before Interest on Equity **35**	30.9	•	•	•	•	32.9	28.8	32.3	30.3	31.8	•	21.6	•
Profit Margin, Before Income Tax **36**	2.9	•	9.8	7.0	5.1	3.4	2.5	3.1	2.5	2.5	•	2.2	•
Profit Margin, After Income Tax **37**	2.5	•	9.5	6.8	4.8	3.2	2.3	2.8	2.1	2.1	•	1.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	81.5	82.1	81.9	82.6	82.8	82.3	82.2	83.6	83.7	83.6
Operating Margin (%) **39**	1.5	1.3	1.4	1.3	1.1	1.1	1.0	1.1	1.9	1.9
Oper. Margin Before Officers Comp. (%) **40**	3.6	3.3	3.4	3.4	3.2	3.1	3.5	3.0	3.8	3.8
Average Net Receivables ($) **41**	455	519	528	572	527	501	559	748	686	680
Average Inventories ($) **42**	360	392	473	501	485	454	503	660	620	585
Average Net Worth ($) **43**	536	518	645	643	651	595	667	836	812	793
Current Ratio (x1) **44**	1.8	1.7	1.8	1.7	1.8	1.8	1.9	1.8	1.8	1.7
Quick Ratio (x1) **45**	1.1	1.0	1.0	1.0	1.0	1.0	1.1	1.0	1.0	0.9
Coverage Ratio (x1) **46**	3.9	4.1	4.3	3.4	3.6	3.6	3.4	3.6	5.0	4.6
Asset Turnover (x1) **47**	3.3	3.3	3.2	3.3	3.4	3.5	3.3	3.2	3.4	3.4
Operating Leverage **48**	1.0	0.9	1.1	0.9	0.9	1.0	0.9	1.0	1.8	1.0
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.1	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**	0.9	0.9	1.2	0.9	1.0	1.0	0.9	1.1	1.9	1.0

TOYS, SPORTING, RECREATIONAL, PHOTOGRAPHIC, AND HOBBY GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11258	1721	5628	580	1195	696	1101	133	123	33	29	13	5
Revenues ($ in Thousands)														
Net Sales	2	35336284	797224	952021	136902	1111955	1166747	6446410	2946260	3705066	1706288	3886810	2551877	9928725
Portfolio Income	3	137511	4884	339	•	1646	1876	7641	3642	39957	6242	14880	18694	37706
Other Revenues	4	334148	6243	283	847	9101	11716	77453	23345	26352	26288	90151	23697	38676
Total Revenues	5	35807943	808351	952643	137749	1122702	1180339	6531504	2973247	3771375	1738818	3991841	2594268	10005107
Average Total Revenues	6	3181	470	169	237	939	1696	5932	22355	30662	52691	137650	199559	2001021
Operating Costs/Operating Income (%)														
Cost of Operations	7	74.5	71.3	51.8	43.1	69.5	78.9	75.3	80.6	75.8	74.7	69.2	71.2	77.5
Salaries and Wages	8	5.5	6.0	10.7	23.3	4.8	5.3	6.3	4.3	4.6	6.5	6.2	4.5	4.9
Taxes Paid	9	1.3	1.3	1.1	14.7	1.5	1.4	1.6	1.0	1.4	1.4	1.2	1.1	1.0
Interest Paid	10	1.2	1.2	0.4	1.2	0.9	0.7	1.0	1.0	1.6	1.9	1.8	1.5	0.9
Depreciation, Depletion, Amortization	11	1.4	2.8	0.5	1.7	2.3	1.6	1.0	0.6	0.8	2.1	1.3	1.2	2.0
Pensions and Other Benefits	12	0.6	1.1	1.1	•	0.2	0.7	0.6	0.6	0.5	0.7	0.6	0.7	0.6
Other	13	14.2	22.4	24.3	31.0	13.2	12.7	11.8	10.0	13.6	16.3	16.6	15.1	14.2
Officers Compensation	14	1.9	0.5	12.5	5.7	5.4	2.8	2.9	1.9	1.7	4.5	1.0	0.6	0.2
Operating Margin	15	•	•	•	•	2.4	•	•	•	0.2	•	2.1	4.0	•
Oper. Margin Before Officers Compensation	16	1.3	•	10.2	•	7.7	•	2.5	2.0	1.9	•	3.1	4.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	467	•	3	36	80	129	743	2954	5248	10584	20709	63893	279702
Inventories	18	484	•	14	10	92	326	826	2911	6112	10466	22155	38758	297649
Net Property, Plant and Equipment	19	182	•	4	21	55	135	271	588	1109	4255	8527	12154	160271
Total Assets	20	1496	•	31	153	324	722	2238	7255	15563	35762	67861	138808	1079679

Notes and Loans Payable **21**	652	•	21	132	141	225	729	2939	6215	17090	26197	47203	585272
All Other Liabilities **22**	497	•	6	32	125	468	944	2346	6155	12354	14619	56796	277069
Net Worth **23**	348	•	4	-11	59	29	564	1970	3193	6318	27045	34809	217338

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	3.3	2.3	1.9	0.9	1.5	1.8	1.6	1.2	1.7	1.3	0.9
Quick Ratio **25**	0.6	•	1.1	1.3	1.2	0.3	0.7	0.9	0.8	0.6	0.8	0.8	0.4
Net Sales to Working Capital **26**	14.5	•	10.5	6.1	7.8	•	10.2	7.4	6.4	11.5	6.7	7.6	•
Coverage Ratio **27**	1.6	•	•	•	4.7	•	2.0	1.9	2.3	•	3.6	4.8	0.4
Total Asset Turnover **28**	2.1	•	5.5	1.6	2.9	2.3	2.6	3.1	1.9	1.5	2.0	1.4	1.8
Inventory Turnover **29**	9.7	•	•	•	•	8.1	•	•	7.5	7.4	8.4	7.2	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	9.8	•	6.2	•
Total Liabilities to Net Worth **31**	3.3	•	6.9	•	4.5	24.1	3.0	2.7	3.9	4.7	1.5	3.0	4.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.8	•	87.4	•	81.9	96.0	74.8	72.9	79.5	82.3	60.2	74.9	79.9
Return on Assets **33**	4.0	•	•	•	12.1	•	5.0	5.9	6.8	•	13.1	10.1	0.7
Return on Equity **34**	•	•	•	•	•	•	6.1	8.4	9.0	•	16.8	18.1	•
Return Before Interest on Equity **35**	17.0	•	•	•	•	•	19.9	21.9	33.3	•	33.0	•	3.3
Profit Margin, Before Income Tax **36**	0.7	•	•	•	3.3	•	0.9	0.9	2.0	•	4.8	5.7	•
Profit Margin, After Income Tax **37**	•	•	•	•	2.9	•	0.6	0.8	1.0	•	3.4	3.2	•

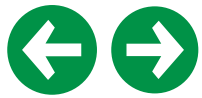
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	72.2	73.1	75.4	74.9	74.8	74.6	73.5	73.2	74.7	74.5
Operating Margin (%) **39**	0.5	•	•	•	0.7	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.3	1.7	0.6	1.7	2.5	1.2	1.7	2.2	2.0	1.3
Average Net Receivables ($) **41**	347	313	321	347	393	391	411	412	396	467
Average Inventories ($) **42**	406	344	398	372	482	485	501	463	480	484
Average Net Worth ($) **43**	247	199	208	187	280	273	296	326	344	348
Current Ratio (x1) **44**	1.4	1.3	1.3	1.2	1.4	1.3	1.3	1.3	1.2	1.3
Quick Ratio (x1) **45**	0.7	0.7	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	2.3	2.1	1.3	2.1	2.2	1.6	1.7	1.9	2.3	1.6
Asset Turnover (x1) **47**	2.2	2.2	2.2	2.1	2.3	2.2	2.1	2.1	2.0	2.1
Total Liabilities/Net Worth (x1) **48**	3.2	3.7	4.0	4.6	3.7	3.9	3.9	3.3	3.1	3.3
Return on Assets (x1) **49**	8.6	7.1	4.2	7.4	8.5	6.0	5.3	4.8	4.9	4.0
Return on Equity (%) **50**	10.3	9.0	•	13.6	12.8	4.3	5.5	6.2	7.5	•

TOYS, SPORTING, RECREATIONAL, PHOTOGRAPHIC, AND HOBBY GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5124	452	2426	•	967	241	815	94	82	•	24	8	•
Revenues ($ in Thousands)														
Net Sales	2	25265590	17753	548509	•	969202	478074	5164462	2419510	2756721	•	3307170	1789953	•
Portfolio Income	3	105787	13	225	•	1555	81	6983	1812	38152	•	13591	17827	•
Other Revenues	4	236116	40	•	•	6251	232	59730	4541	20713	•	74484	19253	•
Total Revenues	5	25607493	17806	548734	•	977008	478387	5231175	2425863	2815586	•	3395245	1827033	•
Average Total Revenues	6	4998	39	226	•	1010	1985	6419	25807	34336	•	141469	228379	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	74.0	70.3	68.6	•	71.2	72.1	74.0	80.6	75.8	•	69.6	66.2	•
Salaries and Wages	8	4.9	2.6	0.9	•	3.8	5.7	6.1	3.5	4.0	•	5.6	4.0	•
Taxes Paid	9	1.2	0.7	0.8	•	1.3	2.2	1.7	0.9	1.5	•	1.1	1.4	•
Interest Paid	10	1.1	0.1	0.6	•	0.3	0.7	1.0	0.8	1.3	•	1.8	1.5	•
Depreciation, Depletion, Amortization	11	1.2	0.1	0.5	•	1.7	2.1	1.0	0.2	0.7	•	0.8	1.3	•
Pensions and Other Benefits	12	0.6	•	0.2	•	0.2	1.3	0.6	0.4	0.5	•	0.7	0.5	•
Other	13	12.1	23.8	20.1	•	11.0	10.9	10.7	9.1	10.5	•	15.1	15.0	•
Officers Compensation	14	1.7	0.4	1.6	•	5.2	2.1	2.8	1.8	1.6	•	1.0	0.8	•
Operating Margin	15	3.3	2.0	6.8	•	5.4	2.8	2.2	2.7	4.2	•	4.5	9.5	•
Oper. Margin Before Officers Compensation	16	5.0	2.4	8.4	•	10.6	5.0	4.9	4.4	5.8	•	5.5	10.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	674	•	2	•	88	109	719	3353	5560	•	20768	71985	•
Inventories	18	737	•	25	•	84	357	830	3125	6057	•	23452	39854	•
Net Property, Plant and Equipment	19	237	•	4	•	44	147	328	202	1229	•	5988	11237	•
Total Assets	20	2215	•	42	•	320	707	2296	7341	15597	•	67455	145912	•



Notes and Loans Payable **21**	900	•	19	•	62	168	709	2148	5340	•	23348	31859	•
All Other Liabilities **22**	612	•	12	•	72	288	811	2650	5595	•	13332	66156	•
Net Worth **23**	702	•	10	•	186	251	776	2543	4662	•	30775	47897	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	1.4	•	2.8	•	3.1	1.7	1.6	1.9	1.8	•	1.9	1.5	•
Quick Ratio **25**	0.7	•	0.7	•	2.1	0.5	0.8	1.0	0.9	•	0.8	0.9	•
Net Sales to Working Capital **26**	11.1	•	10.3	•	5.8	9.7	9.3	7.5	5.5	•	5.7	5.3	•
Coverage Ratio **27**	5.5	•	12.8	•	•	5.1	4.6	4.5	5.9	•	5.0	8.7	•
Total Asset Turnover **28**	2.2	•	5.4	•	3.1	2.8	2.8	3.5	2.2	•	2.1	1.5	•
Inventory Turnover **29**	9.9	•	•	•	•	8.0	•	•	8.4	•	8.2	7.4	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	6.2	•
Total Liabilities to Net Worth **31**	2.2	•	3.1	•	0.7	1.8	2.0	1.9	2.4	•	1.2	2.1	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	68.3	•	75.6	•	41.9	64.5	66.2	65.4	70.1	•	54.4	67.2	•
Return on Assets **33**	12.7	•	39.9	•	20.5	10.1	12.1	13.0	16.6	•	18.1	20.0	•
Return on Equity **34**	25.7	•	•	•	30.7	17.9	24.6	26.9	35.9	•	24.3	37.6	•
Return Before Interest on Equity **35**	•	•	•	•	•	28.4	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	4.7	2.3	6.8	•	6.2	2.9	3.4	2.9	6.4	•	7.1	11.5	•
Profit Margin, After Income Tax **37**	3.7	2.2	6.5	•	5.7	2.3	3.0	2.7	5.0	•	5.4	8.1	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.1	71.6	74.0	74.8	74.9	74.0	74.5	72.4	74.4	74.0
Operating Margin (%) **39**	2.9	2.0	2.6	2.6	3.1	2.9	2.6	2.0	2.5	3.3
Oper. Margin Before Officers Comp. (%) **40**	4.8	4.0	4.1	4.4	4.8	4.6	4.2	4.5	4.4	5.0
Average Net Receivables ($) **41**	426	361	429	519	691	774	865	668	565	674
Average Inventories ($) **42**	480	398	532	531	831	953	1054	715	701	737
Average Net Worth ($) **43**	364	299	416	392	682	824	847	640	564	702
Current Ratio (x1) **44**	1.4	1.4	1.4	1.4	1.5	1.5	1.3	1.3	1.3	1.4
Quick Ratio (x1) **45**	0.7	0.7	0.7	0.7	0.7	0.7	0.6	0.6	0.6	0.7
Coverage Ratio (x1) **46**	4.4	3.9	4.2	4.3	4.9	4.4	4.1	4.0	5.0	5.5
Asset Turnover (x1) **47**	2.2	2.3	2.4	2.2	2.5	2.3	2.3	2.2	2.2	2.2
Operating Leverage **48**	0.8	0.7	1.3	1.0	1.2	1.0	0.9	0.8	1.3	1.3
Financial Leverage **49**	0.7	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	0.6	0.7	1.4	1.1	1.1	1.0	0.9	0.8	1.3	1.3

METALS AND MINERALS, EXCEPT PETROLEUM AND SCRAP

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5952	•	•	902	874	368	1357	233	197	62	34	28	14
Revenues ($ in Thousands)														
Net Sales	2	88565381	•	•	1003792	1238343	1037639	10771555	4612926	8095657	5761368	5506495	9701368	40416972
Portfolio Income	3	531049	•	•	223	1137	1271	6858	37730	13772	11126	25880	54846	376151
Other Revenues	4	494357	•	•	9836	811	3731	92322	17126	70162	30438	40068	67257	149808
Total Revenues	5	89590787	•	•	1013851	1240291	1042641	10870735	4667782	8179591	5802932	5572443	9823471	40942931
Average Total Revenues	6	15052	•	•	1124	1419	2833	8011	20033	41521	93596	163895	350838	2924495
Operating Costs/Operating Income (%)														
Cost of Operations	7	90.6	•	•	78.9	72.5	69.7	86.3	83.1	86.5	88.8	90.0	87.5	96.1
Salaries and Wages	8	2.4	•	•	3.5	7.4	7.1	3.5	3.9	3.6	2.5	2.6	3.3	1.1
Taxes Paid	9	0.7	•	•	0.8	2.0	1.9	0.9	1.1	0.8	1.1	0.7	0.9	0.4
Interest Paid	10	1.0	•	•	0.2	0.6	0.3	0.7	0.9	1.1	0.9	1.2	1.0	1.1
Depreciation, Depletion, Amortization	11	0.6	•	•	0.9	0.8	0.4	0.6	1.0	0.7	0.6	0.7	0.9	0.5
Pensions and Other Benefits	12	0.5	•	•	0.3	0.8	1.0	0.5	0.8	0.5	0.8	0.5	1.0	0.3
Other	13	3.2	•	•	11.5	10.0	10.6	4.5	5.0	4.0	4.2	3.6	3.7	1.4
Officers Compensation	14	1.0	•	•	3.7	5.7	5.5	2.4	2.7	1.5	0.8	0.5	0.5	0.2
Operating Margin	15	0.1	•	•	0.4	0.4	3.5	0.9	1.6	1.3	0.5	0.3	1.3	•
Oper. Margin Before Officers Compensation	16	1.1	•	•	4.1	6.0	8.9	3.3	4.3	2.8	1.3	0.8	1.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1921	•	•	71	146	203	898	2600	5755	14345	23582	50420	364265
Inventories	18	1444	•	•	66	120	210	780	2636	6541	14116	23592	52632	160224
Net Property, Plant and Equipment	19	554	•	•	18	57	66	194	530	1818	3409	8494	24605	89185
Total Assets	20	5592	•	•	207	366	719	2351	7296	15845	37122	65083	158529	1106152

Notes and Loans Payable **21**	2318	•	•	78	122	117	643	2034	6863	13687	28299	49501	542902
All Other Liabilities **22**	1922	•	•	68	203	180	861	2742	5028	12373	21232	59253	369568
Net Worth **23**	1351	•	•	61	41	422	847	2520	3954	11062	15552	49775	193682

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	1.9	1.3	2.6	1.7	1.6	1.5	1.4	1.3	1.5	1.3
Quick Ratio **25**	0.8	•	•	0.9	0.7	1.6	1.0	0.8	0.7	0.7	0.7	0.8	0.7
Net Sales to Working Capital **26**	11.9	•	•	13.7	23.3	8.2	9.6	9.3	9.5	9.9	12.6	9.4	15.3
Coverage Ratio **27**	2.3	•	•	10.5	1.9	13.7	3.8	4.1	3.1	2.4	2.2	3.7	1.4
Total Asset Turnover **28**	2.7	•	•	5.4	3.9	3.9	3.4	2.7	2.6	2.5	2.5	2.2	2.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.1	•	•	2.4	7.8	0.7	1.8	1.9	3.0	2.4	3.2	2.2	4.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	75.8	•	•	70.6	88.7	41.3	64.0	65.5	75.1	70.2	76.1	68.6	82.5
Return on Assets **33**	5.9	•	•	8.2	4.2	16.5	8.2	9.9	8.7	5.3	6.5	7.6	3.8
Return on Equity **34**	10.4	•	•	24.0	12.7	22.4	14.8	17.3	21.7	5.6	8.4	12.5	3.5
Return Before Interest on Equity **35**	24.5	•	•	28.0	•	28.2	22.6	28.7	35.0	17.7	27.3	24.2	21.9
Profit Margin, Before Income Tax **36**	1.3	•	•	1.4	0.5	3.9	1.8	2.8	2.3	1.2	1.5	2.5	0.4
Profit Margin, After Income Tax **37**	1.0	•	•	1.3	0.4	3.4	1.6	2.2	2.1	0.7	0.8	1.8	0.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	93.4	92.1	93.5	92.7	93.0	92.1	91.3	92.2	90.9	90.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.1
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	0.4	1.1
Average Net Receivables ($) **41**	2640	2364	2654	2286	2455	2609	1148	1285	1342	1921
Average Inventories ($) **42**	6330	4820	6445	6541	4224	4871	760	909	931	1444
Average Net Worth ($) **43**	1073	931	1069	1318	1006	1007	886	1113	922	1351
Current Ratio (x1) **44**	1.0	1.0	1.0	1.0	1.0	0.9	1.4	1.4	1.4	1.4
Quick Ratio (x1) **45**	0.5	0.5	0.4	0.3	0.5	0.4	0.8	0.7	0.8	0.8
Coverage Ratio (x1) **46**	1.0	1.1	1.1	1.5	1.1	1.0	1.0	1.0	1.5	2.3
Asset Turnover (x1) **47**	0.7	0.8	1.1	1.1	0.9	0.8	2.7	2.9	2.7	2.7
Total Liabilities/Net Worth (x1) **48**	15.5	14.5	13.5	11.5	15.6	15.2	3.1	2.9	3.1	3.1
Return on Assets (x1) **49**	5.8	7.1	6.9	8.7	5.8	5.2	3.6	3.0	3.6	5.9
Return on Equity (%) **50**	•	3.1	4.8	23.7	5.9	•	•	•	2.8	10.4

METALS AND MINERALS, EXCEPT PETROLEUM AND SCRAP

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4539	•	1206	839	570	345	1084	193	161	54	25	•	11
Revenues ($ in Thousands)														
Net Sales	2	75221129	•	265678	931131	941846	1015528	8593715	4144427	6923215	5206931	4341037	•	33533112
Portfolio Income	3	497602	•	1732	115	323	1271	5484	34999	11421	9595	14198	•	364187
Other Revenues	4	418734	•	162	9393	428	3730	82443	15346	60638	29423	11200	•	131238
Total Revenues	5	76137465	•	267572	940639	942597	1020529	8681642	4194772	6995274	5245949	4366435	•	34028537
Average Total Revenues	6	16774	•	222	1121	1654	2958	8009	21735	43449	97147	174657	•	3093503
Operating Costs/Operating Income (%)														
Cost of Operations	7	90.1	•	63.2	79.1	72.3	69.2	85.0	84.5	86.6	88.2	89.6	•	95.6
Salaries and Wages	8	2.4	•	1.3	3.1	6.0	7.3	3.6	3.3	3.4	2.7	2.1	•	1.3
Taxes Paid	9	0.7	•	1.3	0.8	1.9	1.9	0.9	0.9	0.8	1.1	0.7	•	0.4
Interest Paid	10	1.0	•	•	0.1	0.5	0.3	0.6	0.8	1.0	0.8	0.9	•	1.2
Depreciation, Depletion, Amortization	11	0.6	•	1.0	0.9	1.0	0.4	0.7	0.8	0.7	0.6	0.6	•	0.4
Pensions and Other Benefits	12	0.5	•	0.7	0.3	0.5	1.1	0.5	0.7	0.6	0.9	0.5	•	0.3
Other	13	3.1	•	21.5	10.8	9.7	10.7	4.7	4.5	3.6	3.2	2.6	•	1.6
Officers Compensation	14	1.0	•	7.0	3.8	5.9	5.6	2.4	2.6	1.5	0.8	0.6	•	0.2
Operating Margin	15	0.7	•	4.1	1.2	2.4	3.7	1.7	2.1	1.9	1.9	2.4	•	•
Oper. Margin Before Officers Compensation	16	1.7	•	11.1	5.0	8.3	9.3	4.1	4.7	3.4	2.7	3.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2228	•	4	66	139	202	865	2805	5829	14305	24805	•	435640
Inventories	18	1608	•	0	71	105	224	821	2582	6868	13594	23054	•	170055
Net Property, Plant and Equipment	19	603	•	20	19	77	70	219	387	1799	3599	8348	•	88668
Total Assets	20	6397	•	43	207	376	727	2398	7293	16292	37109	64237	•	1263174

Notes and Loans Payable **21**	2582	•	4	77	99	114	589	1915	7174	12060	25802	•	626816
All Other Liabilities **22**	2194	•	15	62	206	189	814	2646	5037	12314	18898	•	433393
Net Worth **23**	1621	•	23	68	70	425	995	2731	4082	12735	19537	•	202965

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.5	2.2	1.3	2.7	1.9	1.7	1.6	1.6	1.4	•	1.4
Quick Ratio **25**	0.8	•	1.5	0.9	0.8	1.6	1.0	0.9	0.7	0.8	0.8	•	0.8
Net Sales to Working Capital **26**	10.4	•	28.9	12.2	28.5	8.1	8.6	8.9	8.8	8.8	11.2	•	12.3
Coverage Ratio **27**	2.9	•	•	•	6.6	14.7	5.6	5.1	3.8	4.5	4.2	•	1.5
Total Asset Turnover **28**	2.6	•	5.1	5.4	4.4	4.1	3.3	3.0	2.6	2.6	2.7	•	2.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.0	•	0.9	2.1	4.4	0.7	1.4	1.7	3.0	1.9	2.3	•	5.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	74.7	•	45.8	67.2	81.4	41.6	58.5	62.6	75.0	65.7	69.6	•	83.9
Return on Assets **33**	7.3	•	24.8	12.9	12.8	18.0	10.8	11.9	10.2	9.0	10.6	•	4.4
Return on Equity **34**	15.4	•	•	35.8	•	24.7	19.4	20.8	27.6	15.7	19.4	•	6.7
Return Before Interest on Equity **35**	29.0	•	•	•	•	30.8	26.0	31.8	•	26.2	34.8	•	27.5
Profit Margin, Before Income Tax **36**	1.9	•	4.8	2.3	2.5	4.1	2.7	3.3	2.9	2.7	3.0	•	0.6
Profit Margin, After Income Tax **37**	1.5	•	4.8	2.2	2.3	3.6	2.4	2.7	2.6	2.1	2.2	•	0.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	93.7	92.9	93.0	92.7	93.2	91.6	90.9	90.9	89.8	90.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.4	0.7
Oper. Margin Before Officers Comp. (%) **40**	0.2	•	0.8	•	0.2	0.5	0.8	1.0	1.6	1.7
Average Net Receivables ($) **41**	1479	3255	1666	3211	1507	1259	1074	1183	1528	2228
Average Inventories ($) **42**	885	6997	1097	9650	966	884	706	785	1081	1608
Average Net Worth ($) **43**	1021	1053	1189	1857	1125	1018	847	1067	1169	1621
Current Ratio (×1) **44**	1.4	1.0	1.3	1.0	1.4	1.4	1.5	1.5	1.6	1.5
Quick Ratio (×1) **45**	0.8	0.5	0.7	0.3	0.8	0.7	0.8	0.8	0.9	0.8
Coverage Ratio (×1) **46**	2.1	1.2	2.6	1.5	2.1	2.0	2.4	2.9	2.9	2.9
Asset Turnover (×1) **47**	4.0	0.7	3.7	1.0	3.8	3.0	3.1	2.8	2.7	2.6
Operating Leverage **48**	0.1	22.0	•	•	0.1	1.1	0.7	0.4	•	1.5
Financial Leverage **49**	2.1	0.3	5.3	0.5	1.8	1.0	1.2	1.1	1.0	1.0
Total Leverage **50**	0.2	5.8	•	•	0.2	1.0	0.8	0.5	•	1.6

ELECTRICAL GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25650	989	10232	3247	3668	3069	3216	645	339	104	58	36	46
Revenues ($ in Thousands)														
Net Sales	2	179638450	1920087	2164312	2676924	5651511	8371719	21805765	13267253	14288678	9194931	10256003	12106699	77934569
Portfolio Income	3	1771773	2531	646	2289	25972	7573	46316	57848	24653	20452	28764	58658	1496065
Other Revenues	4	2387887	15512	43024	12396	93838	314259	157477	68622	98963	47832	83442	121370	1331158
Total Revenues	5	183798110	1938130	2207982	2691609	5771321	8693551	22009558	13393723	14412294	9263215	10368209	12286727	80761792
Average Total Revenues	6	7166	1960	216	829	1573	2833	6844	20765	42514	89069	178762	341298	1755691
Operating Costs/Operating Income (%)														
Cost of Operations	7	80.8	89.3	64.0	61.7	77.0	77.6	78.2	81.2	82.9	85.4	84.4	83.7	81.2
Salaries and Wages	8	5.9	5.3	5.3	12.9	6.6	8.1	7.2	6.3	6.2	5.1	5.2	5.0	5.2
Taxes Paid	9	1.0	0.6	1.9	1.8	1.5	1.6	1.3	1.0	0.9	0.7	0.8	0.9	0.9
Interest Paid	10	1.3	0.4	0.4	0.4	0.7	0.5	0.7	0.7	0.8	0.5	0.6	1.0	2.0
Depreciation, Depletion, Amortization	11	1.7	0.4	1.1	1.0	0.6	0.5	0.6	0.6	0.8	0.5	0.8	1.6	3.0
Pensions and Other Benefits	12	0.7	0.3	0.8	1.9	0.9	0.6	0.7	0.7	0.6	0.6	0.5	0.7	0.7
Other	13	7.7	6.2	18.8	13.1	10.0	9.8	8.5	6.4	6.0	5.1	5.3	7.3	7.9
Officers Compensation	14	1.4	0.7	9.3	8.1	4.2	3.6	3.1	2.0	1.2	0.8	0.7	0.4	0.2
Operating Margin	15	•	•	•	•	•	•	•	1.2	0.8	1.3	1.7	•	•
Oper. Margin Before Officers Compensation	16	1.0	•	7.7	7.2	2.8	1.4	2.9	3.2	1.9	2.2	2.4	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	966	•	9	53	127	283	822	3175	5994	13169	25343	61819	247524
Inventories	18	904	•	9	40	100	251	712	2291	5282	9988	24878	45470	264170
Net Property, Plant and Equipment	19	370	•	5	24	42	61	222	618	1530	2158	6131	15033	135952
Total Assets	20	3156	•	37	162	355	756	2153	6992	15466	33930	72512	154224	1010066

Notes and Loans Payable **21**	1234	•	35	66	176	172	640	2028	4066	8604	15884	50255	468436
All Other Liabilities **22**	1184	•	17	104	194	295	947	3097	6828	16251	31634	55763	333497
Net Worth **23**	738	•	-15	-8	-14	288	566	1867	4572	9075	24994	48206	208133

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.4	1.4	1.3	1.9	1.6	1.5	1.5	1.4	1.5	1.6	1.0
Quick Ratio **25**	0.6	•	1.0	0.9	0.8	1.1	0.9	0.9	0.8	0.8	0.8	0.9	0.5
Net Sales to Working Capital **26**	17.3	•	25.3	24.4	21.7	8.9	10.0	10.7	10.0	12.0	9.8	7.2	•
Coverage Ratio **27**	2.6	•	1.9	•	2.0	4.5	2.1	4.0	3.2	5.1	5.6	2.1	2.4
Total Asset Turnover **28**	2.2	•	5.7	5.1	4.3	3.6	3.2	3.0	2.7	2.6	2.4	2.2	1.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.3	•	•	•	•	1.6	2.8	2.8	2.4	2.7	1.9	2.2	3.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.6	•	•	•	•	61.9	73.7	73.3	70.4	73.3	65.5	68.8	79.4
Return on Assets **33**	7.2	•	4.7	•	5.9	7.3	4.4	8.5	6.4	6.6	8.3	4.4	8.0
Return on Equity **34**	13.2	•	•	•	•	11.3	4.9	18.8	11.0	15.5	14.5	2.3	16.3
Return Before Interest on Equity **35**	30.5	•	•	2.5	•	19.1	16.8	31.9	21.7	24.6	24.0	14.1	•
Profit Margin, Before Income Tax **36**	2.0	•	0.4	•	0.7	1.6	0.7	2.2	1.6	2.0	2.8	1.1	2.8
Profit Margin, After Income Tax **37**	1.4	•	0.3	•	0.6	1.2	0.4	1.7	1.2	1.6	2.1	0.3	2.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.7	75.6	75.4	76.8	77.1	76.9	76.5	78.0	79.9	80.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.0	1.5	1.6	1.8	0.4	•	•	0.6	1.2	1.0
Average Net Receivables ($) **41**	522	568	577	594	731	752	811	707	834	966
Average Inventories ($) **42**	461	537	505	540	687	658	723	694	796	904
Average Net Worth ($) **43**	451	484	476	498	615	701	687	621	770	738
Current Ratio (×1) **44**	1.5	1.4	1.4	1.4	1.4	1.3	1.3	1.4	1.2	1.2
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.8	0.7	0.7	0.7	0.7	0.6	0.6
Coverage Ratio (×1) **46**	2.2	2.0	2.3	2.1	1.6	1.0	1.3	1.6	2.3	2.6
Asset Turnover (×1) **47**	2.3	2.3	2.1	2.1	2.0	1.8	1.8	2.0	2.0	2.2
Total Liabilities/Net Worth (×1) **48**	2.3	2.5	2.7	2.9	2.8	2.7	3.0	3.1	2.9	3.3
Return on Assets (×1) **49**	6.4	5.6	7.1	7.1	6.6	4.7	5.6	5.4	5.8	7.2
Return on Equity (%) **50**	4.7	2.9	8.3	9.9	5.8	•	2.5	4.7	8.7	13.2

ELECTRICAL GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	16665	538	6285	1657	2286	2564	2333	526	269	84	52	30	40
Revenues ($ in Thousands)														
Net Sales	2	143549345	1292908	1278960	1221604	3279833	7243506	17416720	11028527	12112141	8109277	8876851	10328962	61360059
Portfolio Income	3	950078	2091	325	596	25661	5964	33556	15537	18579	17915	25982	35181	768687
Other Revenues	4	1415662	10811	37759	2004	61864	308952	96705	68662	66459	39327	81207	48717	593195
Total Revenues	5	145915085	1305810	1317044	1224204	3367358	7558422	17546981	11112726	12197179	8166519	8984040	10412860	62721941
Average Total Revenues	6	8756	2427	210	739	1473	2948	7521	21127	45343	97220	172770	347095	1568049
Operating Costs/Operating Income (%)														
Cost of Operations	7	81.7	87.0	52.4	48.3	73.6	78.6	77.6	79.9	83.0	84.7	82.7	83.9	83.9
Salaries and Wages	8	5.4	4.0	6.2	15.9	6.1	7.4	6.8	6.6	5.8	5.2	5.7	4.5	4.5
Taxes Paid	9	1.0	0.5	2.2	2.4	1.9	1.5	1.3	1.0	0.9	0.6	0.9	0.8	0.8
Interest Paid	10	0.8	0.4	0.5	0.6	0.9	0.4	0.5	0.7	0.7	0.5	0.6	0.9	1.0
Depreciation, Depletion, Amortization	11	0.9	0.4	1.1	1.6	0.7	0.5	0.6	0.6	0.6	0.4	0.9	1.5	1.2
Pensions and Other Benefits	12	0.7	0.4	0.9	2.3	1.2	0.6	0.7	0.7	0.6	0.6	0.5	0.7	0.6
Other	13	6.6	4.7	22.1	16.7	9.7	9.1	7.6	6.5	5.1	4.8	5.5	5.4	6.2
Officers Compensation	14	1.3	0.6	11.7	8.8	5.2	3.5	3.1	1.9	1.1	0.9	0.8	0.4	0.2
Operating Margin	15	1.7	2.1	3.0	3.6	0.9	•	2.1	2.3	2.3	2.4	2.5	1.9	1.6
Oper. Margin Before Officers Compensation	16	3.0	2.7	14.7	12.4	6.1	1.9	5.1	4.2	3.4	3.3	3.3	2.3	1.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1154	•	8	58	130	290	898	3233	6072	13759	24477	61931	208399
Inventories	18	1030	•	9	38	100	234	717	2318	5290	10234	24230	45508	210567
Net Property, Plant and Equipment	19	381	•	5	36	40	61	201	612	1505	1784	6152	14373	97867
Total Assets	20	3479	•	37	172	345	755	2184	7081	15466	34462	72148	151399	764179

Notes and Loans Payable **21**	948	•	17	50	149	157	502	2008	4168	7707	15838	49076	214318
All Other Liabilities **22**	1473	•	11	86	121	289	914	3080	6287	15730	26797	52619	339722
Net Worth **23**	1058	•	9	36	75	309	768	1993	5011	11026	29513	49704	210139

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	2.1	1.2	2.0	1.9	1.7	1.5	1.6	1.4	1.6	1.7	1.4
Quick Ratio **25**	0.8	•	1.4	0.8	1.2	1.2	1.0	0.9	0.9	0.8	0.9	0.9	0.7
Net Sales to Working Capital **26**	9.8	•	13.2	33.8	10.7	9.1	9.4	9.8	9.6	10.9	7.7	7.2	10.5
Coverage Ratio **27**	5.4	9.6	13.9	7.9	5.2	8.0	6.5	5.5	5.5	7.8	7.2	4.1	4.9
Total Asset Turnover **28**	2.5	•	5.5	4.3	4.2	3.8	3.4	3.0	2.9	2.8	2.4	2.3	2.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	3.0	3.8	3.6	1.5	1.9	2.6	2.1	2.1	1.5	2.1	2.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.6	•	74.9	79.1	78.2	59.1	64.8	71.9	67.6	68.0	59.1	67.2	72.5
Return on Assets **33**	10.2	•	35.2	18.8	18.4	11.7	11.2	11.0	10.6	10.0	10.2	8.4	9.5
Return on Equity **34**	21.5	•	•	•	•	21.1	23.0	26.1	22.2	22.9	16.5	13.5	20.4
Return Before Interest on Equity **35**	33.7	•	•	•	•	28.5	31.9	•	32.6	31.2	24.8	25.7	34.6
Profit Margin, Before Income Tax **36**	3.4	3.1	6.0	3.8	3.6	2.7	2.8	3.0	3.0	3.1	3.7	2.8	3.8
Profit Margin, After Income Tax **37**	2.6	2.2	5.8	3.4	3.4	2.3	2.4	2.5	2.5	2.6	2.9	2.0	2.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.3	74.4	74.3	76.9	76.7	77.1	76.6	79.2	79.8	81.7
Operating Margin (%) **39**	2.0	2.0	1.6	2.2	0.5	1.5	1.0	1.7	1.8	1.7
Oper. Margin Before Officers Comp. (%) **40**	4.3	4.1	3.5	4.3	2.4	3.7	3.0	3.9	3.4	3.0
Average Net Receivables ($) **41**	561	620	730	615	821	705	744	930	1050	1154
Average Inventories ($) **42**	458	545	610	562	764	628	695	866	905	1030
Average Net Worth ($) **43**	593	669	735	575	838	724	812	991	1100	1058
Current Ratio (×1) **44**	1.6	1.6	1.6	1.5	1.5	1.7	1.6	1.6	1.6	1.5
Quick Ratio (×1) **45**	0.9	0.9	0.9	0.8	0.8	0.9	0.9	0.9	0.9	0.8
Coverage Ratio (×1) **46**	4.6	4.7	3.8	4.7	2.8	4.1	3.3	5.0	5.4	5.4
Asset Turnover (×1) **47**	2.4	2.4	2.1	2.6	2.2	2.6	2.4	2.7	2.4	2.5
Operating Leverage **48**	0.4	1.0	0.8	1.4	0.2	3.3	0.7	1.8	1.0	1.0
Financial Leverage **49**	0.7	1.0	1.0	1.2	0.8	1.2	1.0	1.1	1.0	1.0
Total Leverage **50**	0.3	1.0	0.8	1.6	0.2	3.9	0.7	2.0	1.0	1.0

HARDWARE, PLUMBING, AND HEATING EQUIPMENT AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12508	234	1434	2364	2936	2149	2680	427	184	71	16	7	5
Revenues ($ in Thousands)														
Net Sales	2	60068786	18541	514863	1371705	3443866	4152982	15491112	7286508	6419100	5934231	2446358	2139140	10850381
Portfolio Income	3	138244	10	7	1480	5721	8236	26411	14893	22723	8451	6410	3843	40061
Other Revenues	4	587965	1	-1	9392	27600	25272	212401	59077	53855	38761	27371	9456	124777
Total Revenues	5	60794995	18552	514869	1382577	3477187	4186490	15729924	7360478	6495678	5981443	2480139	2152439	11015219
Average Total Revenues	6	4860	79	359	585	1184	1948	5869	17238	35303	84246	155009	307491	2203044
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.6	76.0	53.1	65.3	65.3	72.5	73.5	73.8	77.0	80.7	79.2	76.4	87.8
Salaries and Wages	8	8.2	6.9	9.4	8.6	10.6	9.3	9.2	9.2	8.4	7.5	7.7	9.7	5.1
Taxes Paid	9	1.4	1.9	3.1	2.2	1.9	1.7	1.5	1.5	1.3	1.2	1.3	1.2	0.8
Interest Paid	10	0.8	•	0.6	0.7	1.1	0.7	0.7	0.9	1.0	0.9	0.9	1.7	0.7
Depreciation, Depletion, Amortization	11	0.8	0.2	0.6	1.1	1.2	1.0	0.7	1.0	0.8	0.7	0.9	1.0	0.6
Pensions and Other Benefits	12	0.9	1.5	0.3	1.2	1.1	0.6	0.9	1.3	1.0	0.7	1.1	1.2	0.9
Other	13	7.6	8.6	21.8	12.4	13.2	10.2	8.1	7.6	6.8	5.7	6.3	7.4	4.4
Officers Compensation	14	2.7	7.2	11.4	8.5	6.1	4.4	4.1	3.0	1.7	0.9	0.7	0.3	0.2
Operating Margin	15	0.9	•	•	•	•	•	1.2	2.0	2.0	1.8	2.1	1.3	•
Oper. Margin Before Officers Compensation	16	3.6	4.9	11.1	8.6	5.8	4.1	5.3	4.9	3.7	2.6	2.7	1.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	577	•	8	50	100	228	712	2147	4496	10114	17345	39866	276354
Inventories	18	720	•	•	47	139	293	904	2773	6026	13376	25309	63386	269186
Net Property, Plant and Equipment	19	220	•	6	20	59	66	210	782	1728	4117	9741	19991	116231
Total Assets	20	1809	•	33	166	361	710	2154	7106	14455	33687	66293	144279	734084

Notes and Loans Payable **21**	533	•	15	52	158	191	534	1986	4309	10075	16534	65654	226105
All Other Liabilities **22**	578	•	30	66	111	228	669	1668	4072	9758	20186	45636	324909
Net Worth **23**	698	•	-12	48	93	290	951	3452	6074	13854	29573	32989	183071

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.9	•	0.3	1.6	2.0	2.1	2.1	2.0	1.8	1.8	1.9	1.9	1.6
Quick Ratio **25**	0.9	•	0.3	1.0	1.0	1.1	1.0	1.0	0.8	0.8	0.8	0.7	0.9
Net Sales to Working Capital **26**	7.0	•	•	12.6	7.9	6.0	6.1	5.9	6.6	7.2	6.8	6.0	9.7
Coverage Ratio **27**	3.6	•	0.5	2.3	1.6	1.6	4.8	4.4	4.1	3.9	5.0	2.1	2.6
Total Asset Turnover **28**	2.7	•	10.9	3.5	3.3	2.7	2.7	2.4	2.4	2.5	2.3	2.1	3.0
Inventory Turnover **29**	•	•	•	•	•	9.6	9.4	9.1	8.9	•	9.6	7.4	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	2.5	2.9	1.5	1.3	1.1	1.4	1.4	1.3	3.4	3.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.4	•	•	71.3	74.4	59.1	55.9	51.4	58.0	58.9	55.4	77.1	75.1
Return on Assets **33**	7.9	•	3.0	5.3	5.5	3.2	9.2	9.1	10.1	8.5	9.9	7.5	5.1
Return on Equity **34**	11.8	•	8.2	9.3	5.8	1.8	14.0	12.1	15.8	12.3	12.3	12.9	8.2
Return Before Interest on Equity **35**	20.4	•	•	18.4	21.4	7.9	20.9	18.8	24.0	20.6	22.2	33.0	20.6
Profit Margin, Before Income Tax **36**	2.1	•	•	0.8	0.6	0.5	2.7	2.9	3.2	2.6	3.4	1.9	1.1
Profit Margin, After Income Tax **37**	1.7	•	•	0.8	0.5	0.3	2.3	2.4	2.8	2.1	2.4	1.4	0.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.1	75.2	75.9	76.1	76.3	76.1	76.3	75.7	76.6	76.6
Operating Margin (%) **39**	•	•	0.5	0.6	0.4	•	•	•	0.6	0.9
Oper. Margin Before Officers Comp. (%) **40**	3.3	3.1	3.4	3.8	3.4	3.0	2.5	3.0	3.3	3.6
Average Net Receivables ($) **41**	331	402	375	481	437	443	416	435	518	577
Average Inventories ($) **42**	406	461	448	540	527	522	505	512	639	720
Average Net Worth ($) **43**	411	458	434	546	526	527	520	508	617	698
Current Ratio (x1) **44**	1.8	1.7	1.8	1.8	1.9	1.9	1.9	1.9	1.9	1.9
Quick Ratio (x1) **45**	0.8	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (x1) **46**	2.5	2.7	3.4	3.1	2.6	2.3	1.9	2.5	3.0	3.6
Asset Turnover (x1) **47**	2.5	2.6	2.6	2.6	2.5	2.6	2.6	2.6	2.7	2.7
Total Liabilities/Net Worth (x1) **48**	1.6	1.7	1.7	1.7	1.6	1.7	1.6	1.7	1.6	1.6
Return on Assets (x1) **49**	7.4	8.0	8.8	9.1	8.4	7.3	5.8	6.1	6.6	7.9
Return on Equity (%) **50**	6.6	8.5	12.3	12.7	10.9	8.5	5.2	7.1	9.0	11.8

HARDWARE, PLUMBING, AND HEATING EQUIPMENT AND SUPPLIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8214	12	810	1603	1341	1445	2388	369	165	59	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	50350769	16920	308328	825839	1579446	3040819	14314234	6472523	6075259	4774564	•	•	•
Portfolio Income	3	122391	10	•	913	2611	6852	24415	14878	20719	5977	•	•	•
Other Revenues	4	481745	•	•	6986	8552	12136	203923	56903	52187	34499	•	•	•
Total Revenues	5	50954905	16930	308328	833738	1590609	3059807	14542572	6544304	6148165	4815040	•	•	•
Average Total Revenues	6	6203	1411	381	520	1186	2118	6090	17735	37262	81611	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.3	83.3	53.9	61.2	56.4	71.0	73.4	74.8	76.7	79.0	•	•	•
Salaries and Wages	8	8.2	7.6	6.6	8.9	12.3	8.5	9.2	8.2	8.4	7.9	•	•	•
Taxes Paid	9	1.4	1.1	3.9	2.4	2.1	1.7	1.5	1.4	1.3	1.3	•	•	•
Interest Paid	10	0.8	•	0.5	0.5	0.9	0.5	0.7	0.8	1.0	0.9	•	•	•
Depreciation, Depletion, Amortization	11	0.8	0.2	0.2	1.5	1.5	0.8	0.7	1.0	0.7	0.7	•	•	•
Pensions and Other Benefits	12	1.0	1.7	•	1.2	1.4	0.6	0.9	1.3	1.0	0.7	•	•	•
Other	13	7.1	3.2	16.1	11.7	14.4	9.7	8.0	7.0	6.7	5.8	•	•	•
Officers Compensation	14	2.7	•	14.4	8.5	7.0	4.6	4.2	2.9	1.7	1.0	•	•	•
Operating Margin	15	2.0	3.0	4.5	4.2	4.1	2.6	1.6	2.6	2.6	2.8	•	•	•
Oper. Margin Before Officers Compensation	16	4.6	3.0	18.9	12.7	11.1	7.2	5.8	5.5	4.3	3.8	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	737	•	•	30	82	234	722	2222	4598	10379	•	•	•
Inventories	18	922	•	•	46	103	277	930	2724	6322	13874	•	•	•
Net Property, Plant and Equipment	19	282	•	•	23	79	72	211	851	1453	4149	•	•	•
Total Assets	20	2299	•	15	152	350	706	2185	7296	14568	33765	•	•	•

Notes and Loans Payable **21**	617	•	11	48	115	132	506	1887	4251	9605	•	•	•
All Other Liabilities **22**	702	•	4	41	74	198	672	1653	3773	10003	•	•	•
Net Worth **23**	981	•	-0	64	162	377	1007	3756	6544	14157	•	•	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	2.0	•	0.1	2.0	2.7	2.6	2.1	2.1	2.0	1.9	•	•	•
Quick Ratio **25**	1.0	•	0.1	1.2	1.5	1.3	1.0	1.1	0.9	0.9	•	•	•
Net Sales to Working Capital **26**	6.6	•	•	8.9	7.2	5.7	6.0	5.6	6.2	6.3	•	•	•
Coverage Ratio **27**	5.2	•	10.0	11.4	6.3	7.8	5.7	5.6	5.0	5.1	•	•	•
Total Asset Turnover **28**	2.7	•	•	3.4	3.4	3.0	2.8	2.4	2.5	2.4	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	9.5	9.6	8.9	9.2	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	1.4	1.2	0.9	1.2	1.0	1.2	1.4	•	•	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	57.4	•	•	58.2	53.7	46.6	53.9	48.5	55.1	58.1	•	•	•
Return on Assets **33**	10.3	•	•	19.2	19.4	11.0	10.4	10.7	11.8	10.8	•	•	•
Return on Equity **34**	16.5	•	•	•	32.3	16.6	16.0	14.4	18.6	17.2	•	•	•
Return Before Interest on Equity **35**	24.2	•	•	•	•	20.6	22.6	20.7	26.3	25.8	•	•	•
Profit Margin, Before Income Tax **36**	3.1	3.0	4.5	5.2	4.8	3.2	3.1	3.6	3.7	3.6	•	•	•
Profit Margin, After Income Tax **37**	2.6	2.7	4.5	5.1	4.5	3.0	2.7	3.1	3.3	3.0	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.3	74.2	74.8	75.5	74.9	76.4	75.6	75.8	76.4	76.3
Operating Margin (%) **39**	1.5	1.5	1.6	1.9	1.9	1.3	1.0	1.1	1.8	2.0
Oper. Margin Before Officers Comp. (%) **40**	4.8	4.7	4.6	5.0	5.3	4.2	4.2	4.2	4.4	4.6
Average Net Receivables ($) **41**	375	512	440	552	463	530	502	648	700	737
Average Inventories ($) **42**	446	569	512	612	549	610	592	766	863	922
Average Net Worth ($) **43**	503	658	552	668	627	682	670	832	930	981
Current Ratio (x1) **44**	1.9	1.8	1.8	1.9	2.0	2.0	2.0	2.0	2.0	2.0
Quick Ratio (x1) **45**	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	4.2	4.2	4.9	4.4	4.3	3.7	3.7	4.2	4.9	5.2
Asset Turnover (x1) **47**	2.6	2.7	2.6	2.7	2.5	2.7	2.7	2.6	2.7	2.7
Operating Leverage **48**	1.1	1.0	1.1	1.2	1.0	0.7	0.8	1.1	1.6	1.1
Financial Leverage **49**	1.0	1.0	1.2	1.0	1.0	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**	1.1	1.0	1.2	1.2	1.0	0.7	0.8	1.1	1.7	1.1

OTHER DURABLE GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	52894	2384	24691	6758	6241	4777	6307	831	593	174	77	34	26
Revenues ($ in Thousands)														
Net Sales	2	159364542	1968070	4463192	3699127	7188189	10761924	37019567	14395197	19915753	12313771	11428039	8885342	27326371
Portfolio Income	3	1076643	10685	3496	35588	7976	19880	70658	35103	48083	48483	39799	95022	661870
Other Revenues	4	1357470	49545	86388	34039	30548	86872	206371	136691	144421	195765	94275	81453	211102
Total Revenues	5	161798655	2028300	4553076	3768754	7226713	10868676	37296596	14566991	20108257	12558019	11562113	9061817	28199343
Average Total Revenues	6	3059	851	184	558	1158	2275	5914	17529	33909	72173	150157	266524	1084590
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.7	77.2	61.2	63.9	70.0	74.1	78.9	79.3	78.9	78.3	81.2	82.0	84.8
Salaries and Wages	8	5.6	7.1	4.7	10.3	6.8	5.6	5.7	5.8	6.0	6.0	5.1	5.2	4.1
Taxes Paid	9	1.2	1.2	1.7	2.1	1.7	1.4	1.2	1.1	1.2	1.1	1.1	0.9	0.8
Interest Paid	10	1.1	1.3	0.3	0.6	0.9	0.6	0.7	0.8	1.1	1.3	1.1	1.5	2.1
Depreciation, Depletion, Amortization	11	1.1	1.0	1.3	1.2	1.2	0.8	0.8	0.9	1.0	1.4	1.1	1.7	1.3
Pensions and Other Benefits	12	0.7	0.5	0.8	1.3	1.2	0.7	0.7	0.7	0.7	0.8	0.8	0.7	0.7
Other	13	9.4	11.7	26.2	15.0	12.3	11.7	8.5	8.2	8.3	9.6	7.8	7.4	7.9
Officers Compensation	14	2.2	1.5	5.6	7.0	6.4	4.4	2.7	2.3	1.6	1.3	0.9	0.8	0.3
Operating Margin	15	0.1	•	•	•	•	0.8	0.8	1.0	1.2	0.3	0.9	•	•
Oper. Margin Before Officers Compensation	16	2.3	•	4.0	5.7	6.0	5.2	3.5	3.3	2.8	1.6	1.8	0.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	411	•	4	37	110	225	719	2336	5365	10606	18904	46658	195202
Inventories	18	375	•	6	51	105	243	700	2163	5330	11262	23623	40602	114627
Net Property, Plant and Equipment	19	155	•	5	18	43	68	227	801	1905	5009	9436	21288	69711
Total Assets	20	1340	•	31	163	350	697	2042	6763	15145	34719	67578	157938	745290

Notes and Loans Payable **21**	496	•	27	82	149	229	621	2049	5016	11188	23758	63663	324358
All Other Liabilities **22**	475	•	16	44	124	272	779	2609	6050	10862	20989	45857	253405
Net Worth **23**	369	•	-12	37	77	196	642	2105	4079	12669	22831	48418	167527

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.2	2.1	1.8	1.8	1.7	1.4	1.4	1.7	1.6	1.4	1.3
Quick Ratio **25**	0.8	•	0.8	1.1	1.1	1.0	0.9	0.8	0.7	0.8	0.7	0.7	0.7
Net Sales to Working Capital **26**	9.3	•	47.3	8.7	9.1	8.9	8.9	11.0	9.6	7.0	7.9	8.0	10.0
Coverage Ratio **27**	2.5	2.3	2.6	1.9	1.1	4.3	3.2	3.8	3.0	2.9	2.9	2.3	1.6
Total Asset Turnover **28**	2.3	•	5.8	3.4	3.3	3.2	2.9	2.6	2.2	2.0	2.2	1.7	1.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	10.0	9.9	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.6	•	•	3.5	3.6	2.6	2.2	2.2	2.7	1.8	2.0	2.3	3.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.4	•	•	77.6	78.1	71.9	68.6	68.9	73.1	63.5	66.2	69.4	77.5
Return on Assets **33**	6.3	•	4.5	4.1	3.5	7.5	6.7	7.8	7.3	7.4	6.9	5.5	4.8
Return on Equity **34**	10.2	•	•	0.3	•	18.2	12.2	14.7	14.2	10.2	8.4	6.6	5.0
Return Before Interest on Equity **35**	22.8	•	•	18.0	15.8	26.6	21.3	24.9	27.2	20.3	20.5	18.0	21.3
Profit Margin, Before Income Tax **36**	1.7	1.7	0.5	0.6	0.1	1.8	1.6	2.2	2.2	2.4	2.1	1.9	1.3
Profit Margin, After Income Tax **37**	1.3	0.7	0.3	•	•	1.6	1.3	1.8	1.7	1.8	1.3	1.2	0.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	79.3	78.0	79.1	79.3	79.2	84.5	84.7	80.8	79.8	78.7
Operating Margin (%) **39**	•	•	•	0.4	•	•	•	•	•	0.1
Oper. Margin Before Officers Comp. (%) **40**	1.8	2.0	2.3	3.2	2.5	1.3	1.0	1.8	2.0	2.3
Average Net Receivables ($) **41**	244	252	291	307	294	296	335	376	381	411
Average Inventories ($) **42**	232	224	257	287	284	281	316	361	355	375
Average Net Worth ($) **43**	184	171	200	224	258	265	301	370	353	369
Current Ratio (×1) **44**	1.4	1.4	1.5	1.4	1.4	1.4	1.4	1.4	1.4	1.5
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.7	0.8	0.8
Coverage Ratio (×1) **46**	1.7	1.8	2.4	2.8	2.1	1.7	1.3	2.0	2.2	2.5
Asset Turnover (×1) **47**	2.5	2.3	2.5	2.5	2.5	3.0	3.0	2.4	2.3	2.3
Total Liabilities/Net Worth (×1) **48**	3.2	3.3	3.3	3.2	2.7	2.7	2.7	2.6	2.6	2.6
Return on Assets (×1) **49**	6.5	5.9	7.8	9.7	7.9	6.3	4.6	5.3	5.3	6.3
Return on Equity (%) **50**	5.1	5.6	14.1	20.9	11.3	6.0	1.2	6.3	7.1	10.2

OTHER DURABLE GOODS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	28763	843	10486	3469	4040	3550	5052	610	481	130	58	27	17
Revenues ($ in Thousands)														
Net Sales	2	129633122	1532035	3064574	2238071	5047040	9083202	32248040	11719214	16677768	9785004	9729521	7646713	20861940
Portfolio Income	3	859476	9206	2187	34619	5258	17511	50651	20824	40134	40806	30550	79029	528703
Other Revenues	4	1036489	40147	78546	11729	20433	55947	167393	116045	96402	153034	72064	68236	156513
Total Revenues	5	131529087	1581388	3145307	2284419	5072731	9156660	32466084	11856083	16814304	9978844	9832135	7793978	21547156
Average Total Revenues	6	4573	1876	300	659	1256	2579	6426	19436	34957	76760	169520	288666	1267480
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.9	75.8	60.1	63.4	69.0	72.9	78.6	78.9	79.4	79.5	82.0	82.8	85.4
Salaries and Wages	8	5.2	6.9	4.9	12.3	6.2	5.5	5.5	5.5	5.2	5.3	4.5	4.7	3.5
Taxes Paid	9	1.1	1.1	1.7	1.8	1.7	1.4	1.1	1.0	1.1	1.0	1.1	0.9	0.7
Interest Paid	10	1.0	1.1	0.3	0.3	0.6	0.4	0.7	0.6	1.0	1.0	0.8	1.4	2.1
Depreciation, Depletion, Amortization	11	1.0	1.1	1.0	1.4	1.0	0.8	0.8	0.8	0.8	1.2	0.9	1.6	1.2
Pensions and Other Benefits	12	0.7	0.3	0.8	0.9	1.0	0.6	0.7	0.6	0.7	0.6	0.7	0.7	0.5
Other	13	8.4	10.2	22.2	11.9	12.4	11.0	7.9	7.7	7.3	8.2	6.5	6.5	7.4
Officers Compensation	14	2.1	0.6	5.5	4.6	6.3	4.6	2.7	2.3	1.6	1.2	0.9	0.7	0.3
Operating Margin	15	1.8	3.0	3.5	3.5	1.9	2.9	2.1	2.6	3.0	2.0	2.7	0.9	•
Oper. Margin Before Officers Compensation	16	3.9	3.6	9.0	8.1	8.2	7.4	4.8	4.9	4.6	3.3	3.6	1.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	587	•	5	42	111	226	750	2566	5490	10860	19983	53372	202367
Inventories	18	521	•	8	43	117	225	701	2301	5393	11482	23520	41021	116130
Net Property, Plant and Equipment	19	213	•	4	22	40	78	233	860	1729	4986	9584	20374	74869
Total Assets	20	1874	•	39	167	344	703	2017	6814	15048	33931	67052	164060	866140

Notes and Loans Payable **21**	618	•	15	46	114	183	583	1476	4309	10295	20155	59512	371192
All Other Liabilities **22**	665	•	17	55	132	256	747	2833	6103	10441	20958	51231	289581
Net Worth **23**	591	•	6	66	97	264	686	2506	4636	13195	25939	53317	205367

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.6	2.0	1.9	1.8	1.7	1.5	1.5	1.7	1.7	1.4	1.3
Quick Ratio **25**	0.8	•	1.0	1.2	1.1	1.0	0.9	0.9	0.8	0.9	0.8	0.8	0.7
Net Sales to Working Capital **26**	9.3	•	27.8	10.9	9.4	10.2	9.3	10.5	8.9	7.1	7.8	8.0	9.6
Coverage Ratio **27**	4.4	6.6	•	•	5.1	10.0	5.1	7.3	4.9	5.3	5.6	3.1	2.1
Total Asset Turnover **28**	2.4	•	7.5	3.9	3.6	3.6	3.2	2.8	2.3	2.2	2.5	1.7	1.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	5.3	1.5	2.5	1.7	1.9	1.7	2.3	1.6	1.6	2.1	3.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.5	•	84.0	60.6	71.6	62.4	66.0	63.2	69.2	61.1	61.3	67.5	76.3
Return on Assets **33**	10.3	•	•	22.8	10.9	14.7	11.0	12.3	11.2	11.3	11.4	7.2	6.1
Return on Equity **34**	21.2	•	•	•	26.8	33.1	23.3	24.7	24.7	19.5	18.4	11.0	9.4
Return Before Interest on Equity **35**	32.7	•	•	•	•	•	32.4	33.4	•	28.9	29.5	22.1	25.7
Profit Margin, Before Income Tax **36**	3.3	6.3	6.1	5.6	2.4	3.7	2.8	3.8	3.9	4.1	3.8	2.8	2.2
Profit Margin, After Income Tax **37**	2.8	5.0	5.9	4.7	2.1	3.4	2.5	3.2	3.3	3.4	2.9	2.1	1.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.0	78.8	79.5	79.6	79.8	82.4	81.6	81.5	79.4	78.9
Operating Margin (%) **39**	1.3	1.0	1.2	1.6	1.5	1.1	1.0	1.1	1.2	1.8
Oper. Margin Before Officers Comp. (%) **40**	4.4	3.7	3.6	4.3	4.2	3.1	3.4	3.2	3.6	3.9
Average Net Receivables ($) **41**	289	349	423	442	429	474	478	510	525	587
Average Inventories ($) **42**	273	280	350	389	386	430	458	466	471	521
Average Net Worth ($) **43**	307	321	389	428	437	509	529	580	555	591
Current Ratio (×1) **44**	1.6	1.5	1.6	1.5	1.5	1.4	1.4	1.5	1.5	1.5
Quick Ratio (×1) **45**	0.9	0.9	0.9	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	3.8	3.6	3.9	4.0	3.7	3.2	3.3	3.9	4.2	4.4
Asset Turnover (×1) **47**	2.5	2.4	2.6	2.6	2.6	2.7	2.7	2.5	2.4	2.4
Operating Leverage **48**	0.5	0.7	1.2	1.4	1.0	0.7	0.9	1.2	1.1	1.5
Financial Leverage **49**	0.9	1.0	1.1	1.0	1.0	0.9	1.0	1.0	1.1	1.0
Total Leverage **50**	0.4	0.7	1.4	1.4	1.0	0.7	0.9	1.2	1.1	1.5

PAPER AND PAPER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9774	24	5250	956	1024	982	1146	228	97	34	16	11	6
Revenues ($ in Thousands)														
Net Sales	2	48351882	92983	1628859	722939	1206400	2647737	8938175	5773519	4772079	3461463	3539649	4773485	10794594
Portfolio Income	3	305679	53	9583	2128	2125	3402	9566	3423	8350	4004	13887	5756	243399
Other Revenues	4	717607	319	12412	78	195	6117	87904	49388	22693	47910	22712	14271	453610
Total Revenues	5	49375168	93355	1650854	725145	1208720	2657256	9035645	5826330	4803122	3513377	3576248	4793512	11491603
Average Total Revenues	6	5052	3890	314	759	1180	2706	7885	25554	49517	103335	223516	435774	1915267
Operating Costs/Operating Income (%)														
Cost of Operations	7	78.8	78.8	59.7	67.2	80.0	67.8	78.0	79.0	81.6	84.3	86.1	83.4	78.0
Salaries and Wages	8	7.6	2.7	9.8	11.0	3.0	10.2	7.1	8.0	6.0	5.8	4.6	5.8	10.3
Taxes Paid	9	1.2	1.2	2.7	1.6	1.4	1.9	1.3	1.3	1.0	0.9	0.6	0.7	1.2
Interest Paid	10	1.3	1.1	0.4	0.3	0.7	0.6	0.6	0.6	0.7	1.0	1.0	0.8	3.3
Depreciation, Depletion, Amortization	11	1.3	0.3	0.7	1.0	0.7	1.0	0.7	0.6	0.7	0.8	0.6	0.9	3.3
Pensions and Other Benefits	12	0.9	1.2	0.7	1.2	0.7	0.6	0.8	0.9	0.7	0.6	0.7	0.8	1.2
Other	13	8.1	21.0	22.3	9.4	9.5	12.2	8.3	6.9	7.1	5.4	6.0	7.5	7.4
Officers Compensation	14	1.7	•	3.0	4.2	4.8	3.9	3.2	2.2	1.2	1.0	0.8	0.4	0.3
Operating Margin	15	•	•	0.8	4.2	•	2.0	0.1	0.8	1.2	0.4	•	•	•
Oper. Margin Before Officers Compensation	16	1.0	•	3.8	8.5	4.1	5.9	3.3	2.9	2.4	1.4	0.5	0.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	965	•	7	78	81	242	946	3399	6930	14245	32553	63430	794189
Inventories	18	337	•	8	31	122	227	568	1749	3876	5717	13496	26245	125054
Net Property, Plant and Equipment	19	266	•	5	24	50	85	292	817	2118	3929	8646	28462	183575
Total Assets	20	2633	•	34	194	359	692	2127	6972	14999	32537	69581	148220	2498720

Notes and Loans Payable **21**	546	•	22	33	108	141	522	2391	4680	11995	30247	54942	307022
All Other Liabilities **22**	965	•	21	82	128	236	990	2645	6136	12000	23882	51592	865193
Net Worth **23**	1122	•	-9	79	123	316	615	1936	4183	8541	15452	41685	1326505

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.1	1.8	1.7	2.1	1.5	1.4	1.5	1.4	1.6	1.6	1.2
Quick Ratio **25**	1.0	•	0.7	1.4	0.9	1.2	1.0	0.9	1.0	0.9	1.1	1.1	0.9
Net Sales to Working Capital **26**	13.4	•	•	12.7	10.8	8.9	13.8	14.7	12.6	16.2	11.5	10.9	14.2
Coverage Ratio **27**	2.1	•	6.0	•	0.2	5.4	3.2	3.8	3.8	2.9	1.7	1.2	1.5
Total Asset Turnover **28**	1.9	•	9.2	3.9	3.3	3.9	3.7	3.6	3.3	3.1	3.2	2.9	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	4.5
Total Liabilities to Net Worth **31**	1.4	•	•	1.5	1.9	1.2	2.5	2.6	2.6	2.8	3.5	2.6	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.4	•	•	59.4	65.8	54.4	71.1	72.2	72.1	73.8	77.8	71.9	46.9
Return on Assets **33**	5.0	•	23.4	18.7	0.3	11.4	6.6	8.2	8.1	8.7	5.6	2.8	3.5
Return on Equity **34**	4.6	•	•	•	•	19.0	13.5	17.4	17.0	15.9	5.6	•	1.2
Return Before Interest on Equity **35**	11.7	•	•	•	0.9	24.9	22.7	29.4	29.0	33.3	25.3	9.8	6.5
Profit Margin, Before Income Tax **36**	1.4	•	2.1	4.6	•	2.4	1.2	1.7	1.8	1.8	0.7	0.2	1.5
Profit Margin, After Income Tax **37**	1.0	•	2.0	4.2	•	2.2	1.1	1.3	1.5	1.3	0.4	•	0.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.3	77.3	78.7	82.3	81.3	79.9	78.6	79.8	78.9	78.8
Operating Margin (%) **39**	•	•	0.2	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.6	2.8	2.4	2.0	1.8	1.9	1.9	1.9	2.1	1.0
Average Net Receivables ($) **41**	399	341	362	478	612	511	509	471	409	965
Average Inventories ($) **42**	239	178	202	255	332	279	256	241	222	337
Average Net Worth ($) **43**	346	296	314	377	507	584	527	386	344	1122
Current Ratio (x1) **44**	1.6	1.5	1.4	1.5	1.5	1.5	1.5	1.5	1.5	1.3
Quick Ratio (x1) **45**	1.1	1.0	0.9	1.0	0.9	1.0	1.0	1.0	1.0	1.0
Coverage Ratio (x1) **46**	2.6	2.5	2.6	2.6	1.8	1.9	1.7	1.9	2.1	2.1
Asset Turnover (x1) **47**	2.9	3.0	2.9	3.0	3.0	2.9	2.9	3.2	3.0	1.9
Total Liabilities/Net Worth (x1) **48**	2.1	2.0	2.0	2.3	2.4	1.6	1.7	2.2	2.2	1.4
Return on Assets (x1) **49**	7.6	7.4	7.0	8.3	7.4	6.6	5.2	5.3	5.0	5.0
Return on Equity (%) **50**	8.2	8.2	8.7	13.0	8.2	6.1	3.5	5.8	5.8	4.6

PAPER AND PAPER PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6280	•	2921	•	547	882	885	207	79	28	13	7	•
Revenues ($ in Thousands)														
Net Sales	2	41265571	•	1029259	•	723869	2419595	7516666	5633181	4205525	2807713	3311031	3198925	•
Portfolio Income	3	295329	•	8661	•	385	3157	7140	3423	8208	3166	12351	5232	•
Other Revenues	4	686193	•	12383	•	190	5961	79606	46874	19227	41277	17847	12761	•
Total Revenues	5	42247093	•	1050303	•	724444	2428713	7603412	5683478	4232960	2852156	3341229	3216918	•
Average Total Revenues	6	6727	•	360	•	1324	2754	8591	27456	53582	101863	257018	459560	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	79.3	•	68.1	•	79.1	67.2	78.1	78.7	81.4	84.6	88.6	84.2	•
Salaries and Wages	8	7.5	•	4.1	•	2.3	10.2	6.8	7.9	6.0	5.5	4.3	4.9	•
Taxes Paid	9	1.1	•	2.0	•	1.4	1.9	1.2	1.2	1.0	0.8	0.5	0.6	•
Interest Paid	10	1.2	•	0.5	•	0.2	0.5	0.5	0.6	0.4	1.0	0.7	0.8	•
Depreciation, Depletion, Amortization	11	1.2	•	0.9	•	0.5	1.0	0.7	0.6	0.6	0.8	0.3	0.6	•
Pensions and Other Benefits	12	0.8	•	0.4	•	0.6	0.6	0.6	0.8	0.6	0.6	0.5	0.6	•
Other	13	7.5	•	17.4	•	8.3	12.2	8.0	7.2	7.1	5.1	4.0	6.5	•
Officers Compensation	14	1.6	•	2.9	•	5.6	3.4	2.9	2.1	1.3	1.0	0.7	0.5	•
Operating Margin	15	•	•	3.7	•	2.1	3.2	1.2	1.0	1.8	0.9	0.4	1.4	•
Oper. Margin Before Officers Compensation	16	1.5	•	6.5	•	7.7	6.6	4.0	3.1	3.1	1.8	1.1	1.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1352	•	10	•	105	245	1022	3489	7432	14270	38346	64059	•
Inventories	18	431	•	6	•	129	234	524	1843	3812	5171	15398	34976	•
Net Property, Plant and Equipment	19	227	•	6	•	40	79	310	893	2082	4019	4202	15718	•
Total Assets	20	3549	•	41	•	384	699	2211	7070	15524	32705	68393	146491	•

Notes and Loans Payable **21**	562	•	15	•	71	134	492	2333	3201	11404	28092	42278	•
All Other Liabilities **22**	1323	•	34	•	130	237	991	2645	6573	11890	25150	48483	•
Net Worth **23**	1664	•	-8	•	183	327	728	2092	5750	9412	15152	55730	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.8	•	2.6	2.1	1.5	1.5	1.6	1.4	1.9	1.9	•
Quick Ratio **25**	1.0	•	0.6	•	1.5	1.2	1.0	1.0	1.1	0.9	1.3	1.1	•
Net Sales to Working Capital **26**	12.7	•	•	•	6.7	8.8	14.2	13.8	11.2	17.0	9.2	8.2	•
Coverage Ratio **27**	2.9	•	11.8	•	13.6	8.1	5.6	4.3	6.6	3.6	3.0	3.4	•
Total Asset Turnover **28**	1.9	•	8.6	•	3.5	3.9	3.9	3.9	3.4	3.1	3.7	3.1	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	9.7	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	•	1.1	1.1	2.0	2.4	1.7	2.5	3.5	1.6	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.1	•	•	•	52.3	53.2	67.1	70.4	63.0	71.2	77.9	62.0	•
Return on Assets **33**	6.4	•	•	•	8.2	15.8	10.9	9.2	9.8	10.3	7.3	8.5	•
Return on Equity **34**	7.4	•	•	•	13.8	28.3	24.9	19.5	18.5	19.2	15.7	11.8	•
Return Before Interest on Equity **35**	13.6	•	•	•	17.2	33.8	33.0	31.2	26.4	•	33.1	22.3	•
Profit Margin, Before Income Tax **36**	2.3	•	5.7	•	2.2	3.5	2.3	1.9	2.4	2.4	1.3	1.9	•
Profit Margin, After Income Tax **37**	1.9	•	5.6	•	1.9	3.4	2.1	1.5	2.0	1.8	0.9	1.5	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.8	78.1	79.1	82.6	81.5	80.0	78.7	79.6	78.7	79.3
Operating Margin (%) **39**	1.1	0.9	1.3	1.0	0.6	1.1	1.0	1.3	1.4	•
Oper. Margin Before Officers Comp. (%) **40**	3.3	3.7	3.3	2.9	2.5	3.0	3.2	3.5	3.7	1.5
Average Net Receivables ($) **41**	492	433	591	709	778	543	750	530	431	1352
Average Inventories ($) **42**	273	211	303	344	410	302	402	271	242	431
Average Net Worth ($) **43**	540	452	550	581	695	727	952	546	445	1664
Current Ratio (×1) **44**	1.7	1.6	1.6	1.5	1.6	1.5	1.6	1.6	1.6	1.4
Quick Ratio (×1) **45**	1.1	1.1	1.1	1.0	1.0	1.0	1.1	1.0	1.0	1.0
Coverage Ratio (×1) **46**	4.1	4.2	4.4	3.7	2.5	3.1	3.2	3.7	4.9	2.9
Asset Turnover (×1) **47**	3.0	3.0	3.0	3.1	3.0	2.8	2.8	3.4	3.2	1.9
Operating Leverage **48**	0.8	0.8	1.4	0.7	0.6	1.8	1.0	1.3	1.1	•
Financial Leverage **49**	0.9	1.1	1.1	1.0	0.8	1.1	1.0	1.1	1.1	0.8
Total Leverage **50**	0.7	0.9	1.6	0.7	0.5	2.0	1.0	1.4	1.2	•

DRUGS, DRUG PROPRIETARIES, AND DRUGGISTS'S UNDRIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4539	50	1605	1188	450	535	487	55	82	42	21	12	13
Revenues ($ in Thousands)														
Net Sales	2	73641904	8007362	203335	491335	559442	1425305	4658327	1456386	3036873	3935759	4513147	2605904	42748730
Portfolio Income	3	308566	146556	4294	331	1608	3288	3491	3181	7167	6381	4957	8492	118820
Other Revenues	4	624615	136048	155	617	473	11140	18562	3087	26074	30534	104930	183075	109919
Total Revenues	5	74575085	8289966	207784	492283	561523	1439733	4680380	1462654	3070114	3972674	4623034	2797471	42977469
Average Total Revenues	6	16430	165799	129	414	1248	2691	9611	26594	37440	94587	220144	233123	3305959
Operating Costs/Operating Income (%)														
Cost of Operations	7	88.6	91.0	63.5	68.4	78.3	67.2	75.1	84.2	75.8	84.1	87.1	74.7	93.3
Salaries and Wages	8	3.4	3.6	10.5	5.0	4.5	5.9	7.0	6.0	5.9	4.9	4.2	5.0	2.2
Taxes Paid	9	0.5	0.7	1.8	2.2	0.7	1.2	0.9	0.5	1.1	0.7	0.8	0.6	0.3
Interest Paid	10	0.7	0.3	1.6	1.1	0.1	0.4	0.7	0.4	0.7	0.7	0.6	1.2	0.8
Depreciation, Depletion, Amortization	11	0.6	0.7	0.8	1.3	0.4	0.4	0.5	0.5	0.7	1.0	0.7	2.5	0.4
Pensions and Other Benefits	12	0.4	0.6	•	0.1	2.2	0.8	0.5	0.7	0.5	0.5	0.5	0.6	0.3
Other	13	5.1	4.1	20.0	13.3	5.1	14.2	13.0	5.7	12.7	6.2	6.0	18.0	2.5
Officers Compensation	14	0.6	0.2	2.8	8.9	6.0	8.7	1.6	0.8	1.4	0.5	0.5	1.1	0.1
Operating Margin	15	0.1	•	•	•	2.8	1.4	0.7	1.3	1.3	1.3	•	•	0.2
Oper. Margin Before Officers Compensation	16	0.7	•	1.9	8.7	8.7	10.0	2.3	2.0	2.7	1.9	0.3	•	0.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1297	•	8	24	97	258	946	2544	4822	10262	20743	37492	257886
Inventories	18	1719	•	6	44	55	139	877	2467	4497	9735	25289	27743	418191
Net Property, Plant and Equipment	19	429	•	3	18	5	24	153	1010	1465	4180	8292	27318	75438
Total Assets	20	5035	•	35	145	329	694	2548	7476	14191	32881	71143	151705	1122543

Notes and Loans Payable **21**	1363	•	33	40	94	163	729	1499	4144	9326	15212	41287	305678
All Other Liabilities **22**	2127	•	15	45	103	359	967	3087	5989	11183	29526	36834	513512
Net Worth **23**	1545	•	-13	61	132	171	853	2890	4058	12372	26405	73584	303352

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.2	2.3	2.2	1.6	1.8	1.7	1.5	1.4	1.6	1.5	1.4
Quick Ratio **25**	0.7	•	0.9	1.3	1.4	1.1	1.0	0.9	0.8	0.7	0.7	0.8	0.6
Net Sales to Working Capital **26**	14.8	•	27.9	6.7	11.3	11.5	9.9	10.2	10.1	13.2	11.4	8.2	15.3
Coverage Ratio **27**	3.0	10.7	1.8	1.1	•	7.4	2.8	5.0	4.2	4.1	4.9	3.9	2.0
Total Asset Turnover **28**	3.2	•	3.6	2.9	3.8	3.9	3.8	3.6	2.6	2.9	3.0	1.4	2.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	•	1.4	1.5	3.1	2.0	1.6	2.5	1.7	1.7	1.1	2.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.3	•	•	58.0	59.9	75.3	66.5	61.3	71.4	62.4	62.9	51.5	73.0
Return on Assets **33**	6.6	•	10.4	3.3	12.2	10.6	6.8	7.4	8.1	8.6	8.5	6.8	4.4
Return on Equity **34**	10.4	•	•	•	27.5	32.0	10.5	13.8	19.0	13.4	13.8	6.8	5.6
Return Before Interest on Equity **35**	21.4	•	•	7.9	30.5	•	20.3	19.2	28.1	22.9	23.0	14.0	16.2
Profit Margin, Before Income Tax **36**	1.4	2.5	1.3	•	3.1	2.4	1.2	1.7	2.4	2.3	2.3	3.5	0.8
Profit Margin, After Income Tax **37**	1.0	1.6	0.7	•	2.9	2.1	0.9	1.5	2.1	1.8	1.7	2.3	0.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	81.6	82.9	83.6	85.0	86.5	87.6	87.5	87.1	87.5	88.6
Operating Margin (%) **39**	0.3	0.5	•	•	•	•	•	0.3	•	0.1
Oper. Margin Before Officers Comp. (%) **40**	1.4	1.5	0.9	0.2	0.2	0.3	0.7	1.0	0.6	0.7
Average Net Receivables ($) **41**	690	868	909	1199	924	1153	1270	1291	1166	1297
Average Inventories ($) **42**	768	934	896	1364	975	1248	1468	1546	1403	1719
Average Net Worth ($) **43**	861	1078	974	1803	1189	1290	1474	1497	1237	1545
Current Ratio (x1) **44**	1.6	1.6	1.5	1.4	1.6	1.6	1.5	1.5	1.5	1.5
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.7	0.8	0.8	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	3.2	3.5	2.4	2.1	1.8	1.7	2.5	2.9	2.6	3.0
Asset Turnover (x1) **47**	2.7	2.8	2.9	2.5	2.8	2.9	3.2	3.1	3.3	3.2
Total Liabilities/Net Worth (x1) **48**	1.8	1.8	2.1	1.8	1.9	2.2	2.1	2.3	2.5	2.3
Return on Assets (x1) **49**	6.7	7.8	5.9	5.9	6.3	6.2	7.8	6.7	6.4	6.6
Return on Equity (%) **50**	6.5	8.7	5.6	4.9	4.6	4.7	10.9	9.9	9.5	10.4

DRUGS, DRUG PROPRIETARIES, AND DRUGGISTS'S UNDRIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2984	20	886	790	323	435	344	42	72	35	17	•	•
Revenues ($ in Thousands)														
Net Sales	2	65563109	7873941	94338	401262	527672	1216723	3774996	1049921	2876348	3451592	4166173	•	•
Portfolio Income	3	278528	145869	4294	276	516	3204	3211	493	7128	4610	4353	•	•
Other Revenues	4	563645	115374	155	617	473	4289	18900	2367	25903	30147	102822	•	•
Total Revenues	5	66405282	8135184	98787	402155	528661	1224216	3797107	1052781	2909379	3486349	4273348	•	•
Average Total Revenues	6	22254	406759	111	509	1637	2814	11038	25066	40408	99610	251373	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	88.9	91.4	48.9	68.0	79.6	66.4	77.2	80.2	75.3	84.0	88.0	•	•
Salaries and Wages	8	3.2	3.4	17.7	4.7	4.8	5.3	6.9	7.1	5.9	4.9	3.8	•	•
Taxes Paid	9	0.5	0.7	2.3	2.2	0.6	1.1	0.9	0.6	1.1	0.7	0.8	•	•
Interest Paid	10	0.7	0.2	2.0	1.1	0.1	0.3	0.4	0.3	0.7	0.5	0.5	•	•
Depreciation, Depletion, Amortization	11	0.5	0.6	0.5	1.4	0.4	0.3	0.4	0.6	0.7	0.7	0.6	•	•
Pensions and Other Benefits	12	0.4	0.5	•	0.2	1.8	0.8	0.4	0.7	0.5	0.6	0.5	•	•
Other	13	4.7	3.5	17.6	11.0	4.7	13.8	10.2	6.3	12.1	5.8	5.4	•	•
Officers Compensation	14	0.6	•	0.3	9.3	4.8	8.5	1.6	0.9	1.5	0.5	0.4	•	•
Operating Margin	15	0.6	•	10.7	2.2	3.3	3.6	2.1	3.3	2.5	2.3	0.2	•	•
Oper. Margin Before Officers Compensation	16	1.2	•	10.9	11.5	8.1	12.1	3.7	4.3	3.9	2.7	0.6	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1564	•	5	23	126	239	1092	2272	4459	10918	21367	•	•
Inventories	18	2123	•	2	57	76	149	914	2451	4844	9574	29109	•	•
Net Property, Plant and Equipment	19	465	•	1	21	8	25	140	1148	1560	4121	8590	•	•
Total Assets	20	5825	•	25	155	342	696	2542	7216	14186	33281	72598	•	•

Notes and Loans Payable **21**	1571	•	19	51	71	167	596	1076	4388	8632	14507	•	•
All Other Liabilities **22**	2525	•	1	58	133	339	1001	2790	4555	11322	32763	•	•
Net Worth **23**	1730	•	5	46	138	190	945	3350	5243	13327	25328	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	5.5	2.1	2.3	1.7	1.7	1.7	1.6	1.5	1.5	•	•
Quick Ratio **25**	0.6	•	4.9	1.0	1.4	1.2	1.0	1.0	0.9	0.8	0.6	•	•
Net Sales to Working Capital **26**	18.4	•	5.3	8.2	11.3	10.7	11.3	10.5	9.0	11.5	14.0	•	•
Coverage Ratio **27**	4.0	14.9	8.7	3.2	•	•	8.1	11.7	6.4	7.4	7.2	•	•
Total Asset Turnover **28**	3.8	•	4.2	3.3	4.8	4.0	4.3	3.5	2.8	3.0	3.4	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	3.7	2.3	1.5	2.7	1.7	1.2	1.7	1.5	1.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.3	•	78.8	70.0	59.7	72.7	62.8	53.6	63.1	60.0	65.1	•	•
Return on Assets **33**	9.6	•	•	11.7	17.2	18.2	13.3	13.6	12.0	11.3	10.7	•	•
Return on Equity **34**	18.9	•	•	26.1	38.6	•	28.1	25.0	25.3	20.1	20.7	•	•
Return Before Interest on Equity **35**	32.4	•	•	•	•	•	•	29.3	32.5	28.2	30.7	•	•
Profit Margin, Before Income Tax **36**	1.9	3.0	15.4	2.5	3.5	4.2	2.7	3.6	3.6	3.3	2.7	•	•
Profit Margin, After Income Tax **37**	1.5	2.1	14.0	2.4	3.3	3.9	2.4	3.4	3.3	2.7	2.1	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	82.0	82.9	85.0	85.4	86.6	87.4	87.7	87.7	87.4	88.9
Operating Margin (%) **39**	1.3	1.1	1.0	0.7	0.4	0.9	0.8	1.0	0.7	0.6
Oper. Margin Before Officers Comp. (%) **40**	2.3	2.0	1.8	1.4	1.0	1.5	1.5	1.7	1.3	1.2
Average Net Receivables ($) **41**	1177	1242	1686	1590	1976	1330	1537	1676	1643	1564
Average Inventories ($) **42**	1255	1239	1617	1760	2074	1366	1822	2043	1881	2123
Average Net Worth ($) **43**	1623	1556	1987	2195	3047	1691	2029	2105	1928	1730
Current Ratio (×1) **44**	1.8	1.7	1.6	1.3	1.6	1.5	1.5	1.5	1.5	1.4
Quick Ratio (×1) **45**	0.9	0.9	0.8	0.7	0.8	0.8	0.8	0.7	0.7	0.6
Coverage Ratio (×1) **46**	5.1	4.6	3.9	4.1	3.1	4.0	3.8	4.7	4.9	4.0
Asset Turnover (×1) **47**	2.8	2.9	3.0	2.8	2.9	3.2	3.3	3.3	3.3	3.8
Operating Leverage **48**	0.7	0.9	0.9	0.7	0.5	2.5	0.9	1.3	0.7	1.0
Financial Leverage **49**	0.8	1.0	1.1	1.1	0.9	1.2	1.1	1.0	1.0	0.9
Total Leverage **50**	0.6	0.9	1.0	0.8	0.5	2.9	0.9	1.3	0.7	0.9

APPAREL, PIECE GOODS, AND NOTIONS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	22012	605	10627	3557	2288	2012	2085	454	260	79	23	15	6
Revenues ($ in Thousands)														
Net Sales	2	71195565	1447461	1839829	2091492	3007861	3819093	14110816	8715700	9980013	5386059	2486644	4101916	14208682
Portfolio Income	3	434930	171	4145	5388	7934	3453	20012	14556	13716	11576	6913	16120	330947
Other Revenues	4	748055	2774	383	46214	31089	30759	57644	67770	92245	86011	41988	66887	224290
Total Revenues	5	72378550	1450406	1844357	2143094	3046884	3853305	14188472	8798026	10085974	5483646	2535545	4184923	14763919
Average Total Revenues	6	3288	2397	174	603	1332	1915	6805	19379	38792	69413	110241	278995	2460653
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.8	76.4	54.8	69.9	76.3	74.9	77.5	76.2	79.6	79.3	71.9	67.2	81.8
Salaries and Wages	8	5.0	3.7	5.0	7.3	4.8	5.3	4.6	5.6	5.4	5.5	6.2	6.1	3.6
Taxes Paid	9	2.0	0.6	2.0	2.2	1.4	2.4	1.8	2.4	2.0	2.1	2.6	3.1	1.6
Interest Paid	10	1.4	2.4	0.6	0.7	0.2	1.0	1.1	1.3	1.5	1.5	1.4	2.3	1.6
Depreciation, Depletion, Amortization	11	0.7	0.5	0.9	0.5	0.4	0.7	0.7	0.4	0.5	0.7	1.2	1.4	0.6
Pensions and Other Benefits	12	0.5	0.3	0.6	0.7	0.6	0.5	0.5	0.4	0.5	0.5	0.7	0.8	0.5
Other	13	10.9	16.8	26.1	18.1	11.6	11.7	10.9	10.1	8.8	8.1	10.2	16.1	8.6
Officers Compensation	14	2.4	0.2	11.3	5.8	4.8	3.1	2.3	3.2	2.3	2.1	2.0	1.5	0.3
Operating Margin	15	0.5	•	•	•	•	0.5	0.7	0.4	•	0.4	4.0	1.7	1.4
Oper. Margin Before Officers Compensation	16	2.9	•	10.1	0.7	4.8	3.6	3.0	3.6	1.9	2.5	6.0	3.2	1.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	402	•	10	46	133	232	743	2326	4875	6848	17588	41648	392729
Inventories	18	445	•	9	46	97	246	870	2952	6726	14487	24676	52636	236226
Net Property, Plant and Equipment	19	112	•	5	11	31	47	188	447	1119	1786	8852	17998	117171
Total Assets	20	1377	•	36	168	373	718	2298	7108	15700	33812	66441	174228	1351681

Notes and Loans Payable **21**	507	•	32	122	116	225	704	2395	5220	13122	23028	72899	516920
All Other Liabilities **22**	433	•	19	88	165	282	935	2764	6035	9382	16533	45436	248608
Net Worth **23**	436	•	-15	-42	93	211	659	1949	4444	11307	26880	55893	586154

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.2	1.7	1.8	1.9	1.6	1.5	1.5	1.6	2.0	1.5	1.4
Quick Ratio **25**	0.7	•	0.7	1.1	1.1	1.0	0.8	0.7	0.6	0.5	0.8	0.7	0.7
Net Sales to Working Capital **26**	8.8	•	36.7	10.3	10.0	6.6	8.8	9.2	8.8	7.0	4.5	6.9	10.7
Coverage Ratio **27**	2.8	0.7	•	•	8.8	2.5	2.1	2.1	1.5	2.5	5.1	2.7	5.2
Total Asset Turnover **28**	2.4	•	4.8	3.5	3.5	2.7	3.0	2.7	2.5	2.0	1.6	1.6	1.8
Inventory Turnover **29**	•	•	•	•	•	•	•	9.9	9.1	7.5	6.3	7.0	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	•	•	3.0	2.4	2.5	2.7	2.5	2.0	1.5	2.1	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.3	•	•	•	75.2	70.6	71.3	72.6	71.7	66.6	59.6	67.9	56.6
Return on Assets **33**	8.9	•	•	•	5.3	6.4	7.0	7.1	5.2	7.5	12.0	9.4	14.7
Return on Equity **34**	12.6	•	12.2	39.4	17.7	11.1	10.7	11.9	4.1	9.9	20.9	10.5	17.4
Return Before Interest on Equity **35**	28.2	•	4.0	28.2	21.3	21.7	24.2	26.0	18.3	22.4	29.6	29.3	33.8
Profit Margin, Before Income Tax **36**	2.5	•	•	•	1.3	1.4	1.2	1.4	0.7	2.2	5.9	3.7	6.8
Profit Margin, After Income Tax **37**	1.7	•	•	•	1.3	1.2	1.1	1.2	0.5	1.7	5.2	2.1	4.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	80.6	80.3	80.7	79.2	78.3	78.7	78.3	78.0	78.7	76.8
Operating Margin (%) **39**	0.5	0.3	0.1	0.4	0.5	•	•	•	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	2.8	2.3	2.2	3.0	2.9	2.0	1.7	2.3	2.4	2.9
Average Net Receivables ($) **41**	298	334	376	353	383	421	366	380	408	402
Average Inventories ($) **42**	283	337	383	382	424	443	391	436	437	445
Average Net Worth ($) **43**	256	304	318	316	345	378	358	378	437	436
Current Ratio (x1) **44**	1.5	1.5	1.5	1.5	1.5	1.4	1.5	1.5	1.6	1.5
Quick Ratio (x1) **45**	0.7	0.7	0.7	0.7	0.7	0.6	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	2.3	2.4	2.4	2.5	2.3	2.1	1.9	2.4	2.7	2.8
Asset Turnover (x1) **47**	3.1	3.0	2.7	2.6	2.5	2.2	2.3	2.3	2.4	2.4
Total Liabilities/Net Worth (x1) **48**	2.4	2.3	2.6	2.6	2.7	2.9	2.7	2.6	2.2	2.2
Return on Assets (x1) **49**	10.6	9.9	8.9	10.8	11.1	8.9	8.7	8.3	8.0	8.9
Return on Equity (%) **50**	13.2	11.7	12.2	18.1	16.7	12.5	9.7	11.9	10.7	12.6

APPAREL, PIECE GOODS, AND NOTIONS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13194	143	5160	2301	1809	1497	1674	336	193	51	17	9	3
Revenues ($ in Thousands)														
Net Sales	2	57882876	1355397	1084857	1806156	2833025	3147424	11946849	7071032	8304499	3658563	1953751	2511577	12209747
Portfolio Income	3	320367	132	3501	3332	1230	2709	11398	11826	8538	9308	3299	9955	255138
Other Revenues	4	492968	673	335	30148	20326	12083	33237	61192	68226	36566	24817	38511	166854
Total Revenues	5	58696211	1356202	1088693	1839636	2854581	3162216	11991484	7144050	8381263	3704437	1981867	2560043	12631739
Average Total Revenues	6	4449	9484	211	799	1578	2112	7163	21262	43426	72636	116580	284449	4210580
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.7	75.8	50.9	68.2	76.1	75.5	78.1	76.6	80.1	77.7	69.4	61.5	81.1
Salaries and Wages	8	4.5	3.5	2.7	6.6	4.7	4.8	4.3	5.5	4.8	4.7	6.4	5.4	3.4
Taxes Paid	9	1.9	0.5	1.9	1.9	1.4	2.3	1.5	2.5	1.6	2.0	2.8	4.2	1.6
Interest Paid	10	1.0	1.6	0.7	0.8	0.2	0.8	1.0	0.9	1.2	1.4	1.0	2.1	1.0
Depreciation, Depletion, Amortization	11	0.5	0.5	0.7	0.4	0.3	0.7	0.5	0.4	0.4	0.6	0.9	1.4	0.6
Pensions and Other Benefits	12	0.5	0.3	0.9	0.8	0.6	0.5	0.4	0.4	0.6	0.6	0.6	0.8	0.4
Other	13	9.7	16.2	23.7	14.8	10.7	9.4	9.9	8.8	6.9	7.0	9.7	17.2	8.5
Officers Compensation	14	2.4	0.2	12.3	5.9	4.6	3.1	2.4	3.4	2.4	2.5	1.8	1.8	0.3
Operating Margin	15	2.8	1.6	6.3	0.8	1.5	3.0	2.1	1.7	2.2	3.7	7.4	5.8	3.1
Oper. Margin Before Officers Compensation	16	5.2	1.8	18.6	6.7	6.0	6.1	4.5	5.0	4.6	6.1	9.2	7.6	3.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	517	•	12	58	145	245	754	2432	5311	7458	19957	43724	591685
Inventories	18	542	•	10	47	90	210	861	2609	7127	14854	25189	47296	401671
Net Property, Plant and Equipment	19	132	•	5	12	21	51	175	471	1023	1730	7637	15746	189614
Total Assets	20	1683	•	43	168	366	714	2242	7066	15980	33242	65798	169332	2105854

Notes and Loans Payable **21**	482	•	17	85	86	192	608	2232	4434	8757	19031	74260	524631
All Other Liabilities **22**	531	•	16	66	164	230	934	2755	5596	9833	15842	40788	474977
Net Worth **23**	669	•	9	17	116	293	700	2079	5950	14652	30924	54284	1106247

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.8	1.8	1.9	2.3	1.7	1.5	1.7	1.9	2.0	1.7	1.6
Quick Ratio **25**	0.9	•	1.1	1.2	1.2	1.4	0.8	0.8	0.7	0.7	0.9	0.8	0.8
Net Sales to Working Capital **26**	8.3	•	14.6	12.6	10.7	6.2	8.6	10.1	7.4	5.4	4.7	6.1	9.7
Coverage Ratio **27**	5.4	2.0	11.1	4.4	•	5.6	3.5	4.1	3.7	4.7	9.6	4.7	9.0
Total Asset Turnover **28**	2.6	•	5.0	4.7	4.3	3.0	3.2	3.0	2.7	2.2	1.8	1.7	1.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	9.7	7.5	6.3	7.3	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	3.8	9.2	2.2	1.4	2.2	2.4	1.7	1.3	1.1	2.1	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.2	•	79.1	90.2	68.4	59.0	68.8	70.6	62.8	55.9	53.0	68.0	47.5
Return on Assets **33**	14.4	•	36.0	15.8	10.1	12.5	11.0	10.5	11.4	13.8	17.1	16.2	18.0
Return on Equity **34**	23.5	•	•	•	28.7	23.2	22.9	25.0	20.5	20.5	29.2	26.3	19.9
Return Before Interest on Equity **35**	•	•	•	•	31.8	30.4	•	•	30.5	31.2	•	•	34.2
Profit Margin, Before Income Tax **36**	4.5	1.7	6.6	2.6	2.2	3.5	2.5	2.7	3.1	5.0	8.8	7.7	8.3
Profit Margin, After Income Tax **37**	3.6	1.6	6.4	2.5	2.1	3.2	2.3	2.5	2.8	4.2	7.9	5.1	5.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.3	73.2	81.3	79.2	79.0	79.3	78.8	78.0	79.1	76.7
Operating Margin (%) **39**	3.4	2.7	2.1	2.3	2.4	2.1	1.6	1.9	1.9	2.8
Oper. Margin Before Officers Comp. (%) **40**	6.6	5.6	4.2	4.9	4.8	4.2	3.9	4.7	4.3	5.2
Average Net Receivables ($) **41**	331	364	595	508	719	599	565	471	646	517
Average Inventories ($) **42**	346	405	552	543	740	587	590	536	662	542
Average Net Worth ($) **43**	382	451	572	568	792	667	704	605	783	669
Current Ratio (×1) **44**	1.7	1.7	1.5	1.6	1.6	1.6	1.6	1.7	1.7	1.7
Quick Ratio (×1) **45**	0.8	0.8	0.7	0.7	0.8	0.7	0.7	0.7	0.8	0.9
Coverage Ratio (×1) **46**	4.5	4.4	4.2	4.2	3.8	3.7	3.4	4.6	5.2	5.4
Asset Turnover (×1) **47**	2.8	2.6	2.9	2.8	2.5	2.4	2.5	2.6	2.6	2.6
Operating Leverage **48**	1.3	0.8	0.8	1.1	1.1	0.9	0.8	1.2	1.0	1.5
Financial Leverage **49**	1.1	1.0	1.1	1.1	0.9	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	1.4	0.8	0.8	1.2	1.0	0.9	0.7	1.3	1.0	1.5

FARM-PRODUCT RAW MATERIALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7049	274	1548	1226	1035	1229	1412	132	120	40	14	11	7
Revenues ($ in Thousands)														
Net Sales	2	104600368	1513031	319258	3397569	2400998	5460454	17348657	3263465	6155942	6243009	3056620	7358676	48082689
Portfolio Income	3	985019	4017	876	4567	2822	9041	27625	4152	9929	23508	6435	35434	856615
Other Revenues	4	1453624	-9507	2103	10797	8549	102368	101227	100189	55627	35793	14258	20672	1011546
Total Revenues	5	107039011	1507541	322237	3412933	2412369	5571863	17477509	3367806	6221498	6302310	3077313	7414782	49950850
Average Total Revenues	6	15185	5502	208	2784	2331	4534	12378	25514	51846	157558	219808	674071	7135836
Operating Costs/Operating Income (%)														
Cost of Operations	7	93.0	•	71.7	94.1	88.6	92.0	90.3	93.1	89.9	96.2	93.5	96.1	93.4
Salaries and Wages	8	1.8	0.6	5.7	0.7	2.3	2.2	2.9	1.8	2.7	1.2	1.7	0.8	1.6
Taxes Paid	9	0.4	•	1.9	0.2	0.8	0.6	0.6	0.5	0.7	0.3	0.3	0.2	0.4
Interest Paid	10	1.1	1.3	0.3	0.2	0.3	0.4	0.5	0.5	0.9	0.6	0.9	0.7	1.8
Depreciation, Depletion, Amortization	11	1.0	•	1.5	0.3	1.0	0.8	0.6	0.9	0.9	0.5	0.7	0.3	1.4
Pensions and Other Benefits	12	0.3	•	•	0.3	0.3	0.2	0.3	0.3	0.5	0.2	0.3	0.2	0.2
Other	13	3.3	7.0	13.0	4.6	5.7	4.5	3.8	4.1	3.5	1.7	2.3	2.0	3.0
Officers Compensation	14	0.6	•	1.8	0.4	1.8	1.0	1.2	1.2	1.2	0.2	0.3	0.2	0.2
Operating Margin	15	•	•	4.0	•	•	•	•	•	•	•	0.2	•	•
Oper. Margin Before Officers Compensation	16	•	•	5.8	•	1.1	•	1.1	•	1.0	•	0.6	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1963	•	3	50	91	191	747	2321	4620	6601	18403	29097	1527208
Inventories	18	1104	•	•	39	24	92	520	1576	4435	12143	18817	45168	697072
Net Property, Plant and Equipment	19	845	•	6	27	104	207	431	1514	3875	6970	14603	20978	509135
Total Assets	20	5815	•	42	194	382	739	2168	6561	16314	35198	68660	167604	4183468

Notes and Loans Payable **21**	1949	•	67	92	136	215	609	1759	6863	14960	35557	71115	1331731
All Other Liabilities **22**	2092	•	8	114	115	192	823	3208	5509	9795	17069	58716	1531093
Net Worth **23**	1774	•	-33	-12	132	331	736	1593	3943	10443	16033	37773	1320644

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	0.3	0.9	1.4	1.8	1.5	1.1	1.1	1.4	1.2	1.2	1.2
Quick Ratio **25**	0.8	•	0.3	0.5	1.1	1.3	0.9	0.7	0.6	0.5	0.6	0.4	0.8
Net Sales to Working Capital **26**	26.3	•	•	•	42.1	23.1	24.3	•	42.3	23.0	25.4	37.0	21.6
Coverage Ratio **27**	1.9	•	•	•	0.4	1.9	2.5	2.6	2.1	1.2	2.1	1.9	2.2
Total Asset Turnover **28**	2.6	•	4.9	14.3	6.1	6.0	5.7	3.8	3.2	4.4	3.2	4.0	1.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	9.0
Total Liabilities to Net Worth **31**	2.3	•	•	•	1.9	1.2	2.0	3.1	3.1	2.4	3.3	3.4	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.5	•	•	•	65.5	55.2	66.1	75.7	75.8	70.3	76.7	77.5	68.4
Return on Assets **33**	5.6	•	25.9	•	0.7	4.4	6.5	5.2	5.6	3.3	5.7	5.2	6.5
Return on Equity **34**	6.0	•	•	•	•	2.9	9.6	11.3	8.9	•	8.6	9.3	8.1
Return Before Interest on Equity **35**	18.3	•	•	3.3	2.0	9.9	19.0	21.3	23.1	11.0	24.4	22.9	20.5
Profit Margin, Before Income Tax **36**	1.1	•	5.0	•	•	0.3	0.7	0.8	0.9	0.1	0.9	0.6	2.1
Profit Margin, After Income Tax **37**	0.7	•	5.0	•	•	0.2	0.6	0.7	0.7	•	0.6	0.5	1.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	91.5	89.4	90.5	91.6	92.0	91.6	91.4	93.2	92.9	93.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	867	744	877	1329	1506	1438	1518	1605	1747	1963
Average Inventories ($) **42**	432	464	669	957	960	885	860	789	960	1104
Average Net Worth ($) **43**	926	953	1170	1297	1462	1408	1320	1326	1568	1774
Current Ratio (x1) **44**	1.2	1.3	1.3	1.2	1.2	1.1	1.1	1.2	1.2	1.2
Quick Ratio (x1) **45**	0.8	0.8	0.7	0.6	0.7	0.6	0.7	0.8	0.8	0.8
Coverage Ratio (x1) **46**	1.2	1.8	2.6	1.6	1.5	1.6	1.9	2.4	2.5	1.9
Asset Turnover (x1) **47**	3.2	2.9	2.9	3.0	3.1	2.8	2.7	2.8	2.7	2.6
Total Liabilities/Net Worth (x1) **48**	2.0	1.8	1.8	2.7	2.5	2.7	2.8	2.4	2.3	2.3
Return on Assets (x1) **49**	4.1	5.4	4.7	7.5	6.7	6.6	6.3	5.6	5.9	5.6
Return on Equity (%) **50**	0.6	4.5	6.1	6.8	5.0	6.0	8.0	7.8	8.1	6.0

FARM-PRODUCT RAW MATERIALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4787	212	841	867	714	862	1030	109	99	22	•	11	•
Revenues ($ in Thousands)														
Net Sales	2	90042082	424	167846	2642933	1314890	3914074	11647487	2687905	5384058	5330475	•	7358676	•
Portfolio Income	3	952275	•	843	2354	1320	7297	15132	3841	5268	18922	•	35434	•
Other Revenues	4	1384672	•	2103	9591	4088	88833	76368	96329	43944	24409	•	20672	•
Total Revenues	5	92379029	424	170792	2654878	1320298	4010204	11738987	2788075	5433270	5373806	•	7414782	•
Average Total Revenues	6	19298	2	203	3062	1849	4652	11397	25579	54882	244264	•	674071	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	92.7	9.2	52.0	94.6	82.9	91.6	89.1	92.4	90.0	96.3	•	96.1	•
Salaries and Wages	8	1.8	•	7.5	0.8	3.4	2.0	3.0	2.0	2.6	1.0	•	0.8	•
Taxes Paid	9	0.4	11.1	3.1	0.2	1.1	0.6	0.6	0.5	0.7	0.3	•	0.2	•
Interest Paid	10	1.2	0.5	0.6	0.2	0.2	0.4	0.4	0.6	0.8	0.4	•	0.7	•
Depreciation, Depletion, Amortization	11	1.0	•	2.7	0.2	1.3	0.8	0.7	0.9	0.9	0.4	•	0.3	•
Pensions and Other Benefits	12	0.3	•	•	0.3	0.4	0.2	0.3	0.3	0.6	0.2	•	0.2	•
Other	13	3.2	22.4	16.5	2.7	7.1	4.5	3.9	4.5	3.2	1.4	•	2.0	•
Officers Compensation	14	0.5	•	3.4	0.5	2.2	1.2	1.3	1.3	0.9	0.2	•	0.2	•
Operating Margin	15	•	56.8	14.3	0.5	1.5	•	0.7	•	0.6	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	56.8	17.7	1.0	3.7	•	2.0	•	1.4	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2729	•	0	40	129	200	758	2026	5030	6564	•	29097	•
Inventories	18	1488	•	•	37	29	109	559	1435	4335	10932	•	45168	•
Net Property, Plant and Equipment	19	1117	•	11	26	79	191	393	1587	3766	8220	•	20978	•
Total Assets	20	7968	•	70	187	369	749	2107	6535	15866	36656	•	167604	•

Notes and Loans Payable **21**	2571	•	107	56	90	210	538	1535	5005	12924	•	71115	•
All Other Liabilities **22**	2901	•	14	108	123	181	838	3236	5622	11954	•	58716	•
Net Worth **23**	2496	•	-51	23	157	358	731	1764	5240	11778	•	37773	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	0.0	0.9	1.7	2.0	1.5	1.1	1.2	1.3	•	1.2	•
Quick Ratio **25**	0.8	•	0.0	0.6	1.4	1.4	0.9	0.7	0.7	0.4	•	0.4	•
Net Sales to Working Capital **26**	25.4	•	•	•	20.5	18.9	22.0	•	25.8	•	•	37.0	•
Coverage Ratio **27**	2.4	•	•	6.2	10.0	4.4	4.6	3.3	2.9	2.8	•	1.9	•
Total Asset Turnover **28**	2.4	•	2.9	•	5.0	6.1	5.4	3.8	3.4	6.6	•	4.0	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	•	7.1	1.4	1.1	1.9	2.7	2.0	2.1	•	3.4	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.7	•	•	87.6	57.5	52.2	65.3	73.0	67.0	67.9	•	77.5	•
Return on Assets **33**	6.9	•	•	19.2	10.6	9.8	10.4	6.8	7.8	7.7	•	5.2	•
Return on Equity **34**	10.1	•	•	•	20.5	13.6	21.2	15.5	12.8	11.4	•	9.3	•
Return Before Interest on Equity **35**	22.1	•	•	•	24.8	20.4	30.1	25.0	23.5	24.1	•	22.9	•
Profit Margin, Before Income Tax **36**	1.7	•	16.0	1.0	1.9	1.3	1.5	1.3	1.5	0.8	•	0.6	•
Profit Margin, After Income Tax **37**	1.4	•	16.0	1.0	1.8	1.1	1.4	1.1	1.2	0.6	•	0.5	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	90.3	89.5	89.7	90.9	90.2	91.2	90.8	92.8	92.2	92.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	909	952	1163	1798	2305	2014	1822	2565	2536	2729
Average Inventories ($) **42**	525	606	919	1161	1194	1199	1097	1213	1268	1488
Average Net Worth ($) **43**	1451	1324	1938	1907	2399	2038	1950	2151	2261	2496
Current Ratio (x1) **44**	1.4	1.3	1.4	1.3	1.2	1.1	1.1	1.2	1.2	1.2
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.7	0.7	0.6	0.7	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.1	2.3	4.5	1.9	2.1	1.9	2.5	2.8	2.9	2.4
Asset Turnover (x1) **47**	3.3	2.9	2.9	2.9	2.7	2.6	2.7	2.5	2.5	2.4
Operating Leverage **48**	2.5	0.9	1.0	1.3	1.0	0.9	0.5	1.5	1.0	1.1
Financial Leverage **49**	0.7	1.1	1.4	0.6	1.1	1.0	1.3	1.0	1.0	0.9
Total Leverage **50**	1.8	1.0	1.4	0.8	1.1	0.8	0.6	1.6	1.0	1.0

CHEMICALS AND ALLIED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9310	749	4472	1099	724	799	1193	101	124	22	14	10	4
Revenues ($ in Thousands)														
Net Sales	2	31639149	125914	1049283	996784	1326117	1731095	8721239	1854369	5447146	1476820	1848641	4008068	3053673
Portfolio Income	3	101290	1764	2250	924	4690	1836	13466	7172	9582	1694	7915	26255	23744
Other Revenues	4	262185	-19869	13022	13421	1745	19724	51760	64734	27071	29485	15343	34749	10998
Total Revenues	5	32002624	107809	1064555	1011129	1332552	1752655	8786465	1926275	5483799	1507999	1871899	4069072	3088415
Average Total Revenues	6	3437	144	238	920	1841	2194	7365	19072	44224	68545	133707	406907	772104
Operating Costs/Operating Income (%)														
Cost of Operations	7	79.7	59.9	70.0	65.3	71.7	68.8	81.4	83.1	82.1	91.3	76.4	86.5	74.6
Salaries and Wages	8	5.2	5.0	2.7	2.9	6.9	8.4	4.8	5.4	5.2	2.7	5.1	4.2	8.2
Taxes Paid	9	1.1	2.7	1.7	1.2	1.4	1.6	1.2	1.5	1.0	0.6	1.2	0.6	1.2
Interest Paid	10	0.8	•	0.3	0.3	0.2	0.7	0.6	0.6	0.7	0.5	1.4	1.0	1.5
Depreciation, Depletion, Amortization	11	1.4	12.4	1.2	0.8	0.5	1.3	0.8	1.4	1.1	0.8	2.2	1.9	2.8
Pensions and Other Benefits	12	1.0	•	1.7	0.5	1.7	1.1	0.8	1.1	0.8	0.4	1.4	0.8	1.3
Other	13	7.7	23.2	18.2	18.2	11.5	12.1	6.6	6.6	5.6	3.4	8.9	3.2	11.4
Officers Compensation	14	2.7	•	8.8	7.8	6.5	5.1	3.4	1.8	1.6	0.8	1.3	0.9	0.6
Operating Margin	15	0.5	•	•	3.1	•	1.1	0.6	•	1.8	•	2.1	0.9	•
Oper. Margin Before Officers Compensation	16	3.1	•	4.3	10.9	6.1	6.2	4.0	0.3	3.5	0.4	3.4	1.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	429	•	6	76	168	314	949	2079	6654	8518	19551	49540	95638
Inventories	18	266	•	2	13	57	131	534	1707	3849	9502	14392	31007	74116
Net Property, Plant and Equipment	19	253	•	7	26	39	101	323	1708	2948	3621	14467	44722	133617
Total Assets	20	1267	•	30	209	364	686	2270	7213	15700	33413	73199	168856	446133

Notes and Loans Payable **21**	412	•	103	28	36	239	631	1068	4378	9626	26086	33958	201088
All Other Liabilities **22**	495	•	50	99	178	202	927	2856	6002	15126	22857	66048	133974
Net Worth **23**	360	•	-122	82	151	244	712	3289	5320	8661	24255	68850	111071

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.2	1.6	1.6	2.3	1.5	1.6	1.5	1.2	1.4	1.4	1.4
Quick Ratio **25**	0.8	•	0.2	1.4	1.2	1.6	1.0	0.9	0.9	0.6	0.8	0.8	0.6
Net Sales to Working Capital **26**	15.4	•	•	17.4	17.5	7.2	12.3	10.9	11.8	18.2	12.0	14.4	11.7
Coverage Ratio **27**	3.1	•	•	•	1.4	4.6	3.2	5.1	4.5	4.3	3.5	3.5	0.8
Total Asset Turnover **28**	2.7	•	7.7	4.4	5.0	3.2	3.2	2.6	2.8	2.0	1.8	2.4	1.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.5	•	•	1.6	1.4	1.8	2.2	1.2	2.0	2.9	2.0	1.5	3.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.6	•	•	60.8	58.6	64.4	68.6	54.4	66.1	74.1	66.9	59.2	75.1
Return on Assets **33**	6.4	•	•	20.9	1.5	9.4	6.4	7.6	9.0	4.4	8.8	8.2	2.0
Return on Equity **34**	10.9	•	5.8	•	•	19.7	8.7	11.1	16.7	10.7	15.6	9.7	•
Return Before Interest on Equity **35**	22.4	•	5.1	•	3.6	26.5	20.2	16.6	26.4	17.1	26.5	20.2	8.0
Profit Margin, Before Income Tax **36**	1.6	•	•	4.5	•	2.3	1.4	2.4	2.5	1.7	3.5	2.5	•
Profit Margin, After Income Tax **37**	1.2	•	•	4.5	•	2.2	0.9	2.0	2.0	1.4	2.9	1.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	78.9	78.2	77.6	82.3	82.7	82.7	81.4	80.7	80.1	79.7
Operating Margin (%) **39**	0.2	0.4	0.9	0.4	•	•	•	•	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	2.0	2.0	2.8	2.9	2.1	1.9	1.5	2.0	2.2	3.1
Average Net Receivables ($) **41**	348	417	588	504	713	564	476	492	478	429
Average Inventories ($) **42**	190	214	289	322	414	352	322	304	287	266
Average Net Worth ($) **43**	334	350	408	435	513	569	508	487	381	360
Current Ratio (x1) **44**	1.5	1.4	1.4	1.5	1.6	1.4	1.5	1.4	1.3	1.4
Quick Ratio (x1) **45**	1.0	1.0	0.9	0.9	1.0	0.9	0.9	0.9	0.8	0.8
Coverage Ratio (x1) **46**	3.5	3.5	5.1	3.1	2.5	2.4	1.6	2.1	2.3	3.1
Asset Turnover (x1) **47**	2.9	2.9	2.8	2.8	2.7	2.8	2.5	2.6	2.6	2.7
Total Liabilities/Net Worth (x1) **48**	1.9	2.1	2.4	2.3	2.9	1.9	2.0	2.0	2.7	2.5
Return on Assets (x1) **49**	8.9	9.1	9.2	8.6	6.9	6.4	3.8	4.5	4.3	6.4
Return on Equity (%) **50**	9.6	10.9	17.6	14.2	11.4	7.5	1.5	4.0	5.3	10.9

CHEMICALS AND ALLIED PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6409	458	2609	876	557	676	991	92	109	•	•	7	•
Revenues ($ in Thousands)														
Net Sales	2	28064651	60499	372491	946889	1039402	1597908	8016717	1736436	5052410	•	•	3330252	•
Portfolio Income	3	63779	214	1	•	1262	1043	9919	4328	9217	•	•	17186	•
Other Revenues	4	272416	-1	12769	12913	1705	17869	44674	64231	38312	•	•	28067	•
Total Revenues	5	28400846	60712	385261	959802	1042369	1616820	8071310	1804995	5099939	•	•	3375505	•
Average Total Revenues	6	4431	133	148	1096	1871	2392	8145	19620	46788	•	•	482215	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	80.0	49.7	50.3	66.7	68.9	70.0	81.6	82.4	81.6	•	•	86.3	•
Salaries and Wages	8	5.2	4.8	1.9	2.7	7.1	7.7	4.6	5.8	5.3	•	•	4.4	•
Taxes Paid	9	1.1	0.5	1.7	1.0	1.3	1.5	1.1	1.5	1.1	•	•	0.6	•
Interest Paid	10	0.7	•	0.5	0.3	0.1	0.6	0.5	0.6	0.7	•	•	0.7	•
Depreciation, Depletion, Amortization	11	1.2	•	1.3	0.7	0.5	1.2	0.6	1.4	1.1	•	•	1.5	•
Pensions and Other Benefits	12	1.0	•	4.5	0.4	1.8	0.9	0.8	1.2	0.8	•	•	0.8	•
Other	13	6.7	26.4	28.0	16.8	11.3	11.1	5.9	6.8	5.7	•	•	3.2	•
Officers Compensation	14	2.4	•	6.4	6.5	6.8	4.5	3.2	1.7	1.7	•	•	1.0	•
Operating Margin	15	1.8	18.5	5.5	4.9	2.4	2.7	1.7	•	2.0	•	•	1.7	•
Oper. Margin Before Officers Compensation	16	4.2	18.5	11.8	11.4	9.2	7.1	4.9	0.4	3.8	•	•	2.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	536	•	1	93	165	334	1020	2229	6244	•	•	50478	•
Inventories	18	343	•	1	17	63	139	554	1769	4133	•	•	35261	•
Net Property, Plant and Equipment	19	304	•	7	28	42	85	250	1742	3005	•	•	47141	•
Total Assets	20	1527	•	19	210	384	684	2264	7148	15789	•	•	180453	•

Notes and Loans Payable **21**	433	•	138	32	25	191	509	1112	4262	•	•	30943	•
All Other Liabilities **22**	619	•	74	103	164	220	980	3074	5755	•	•	68375	•
Net Worth **23**	476	•	-193	75	195	273	774	2963	5772	•	•	81135	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.1	1.6	1.9	2.2	1.6	1.5	1.5	•	•	1.6	•
Quick Ratio **25**	0.9	•	0.1	1.4	1.4	1.6	1.1	0.9	0.9	•	•	0.9	•
Net Sales to Working Capital **26**	15.3	•	•	15.5	13.2	7.7	11.9	11.2	12.1	•	•	12.7	•
Coverage Ratio **27**	5.5	•	•	•	•	7.4	6.1	5.3	5.2	•	•	5.5	•
Total Asset Turnover **28**	2.9	•	7.5	5.2	4.9	3.5	3.6	2.7	2.9	•	•	2.6	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	•	1.8	1.0	1.5	1.9	1.4	1.7	•	•	1.2	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.9	•	•	64.2	49.3	60.1	65.8	58.6	63.5	•	•	55.0	•
Return on Assets **33**	10.4	•	•	33.4	13.3	15.5	10.3	8.4	10.7	•	•	9.9	•
Return on Equity **34**	22.6	•	•	•	23.8	32.4	19.4	13.6	19.8	•	•	12.6	•
Return Before Interest on Equity **35**	33.4	•	•	•	26.2	•	30.1	20.2	29.3	•	•	22.1	•
Profit Margin, Before Income Tax **36**	3.0	18.8	8.9	6.2	2.6	3.9	2.4	2.6	3.0	•	•	3.1	•
Profit Margin, After Income Tax **37**	2.5	18.6	8.9	6.2	2.5	3.8	1.9	2.1	2.5	•	•	2.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.8	77.0	76.9	82.1	82.5	82.9	80.6	79.7	81.2	80.0
Operating Margin (%) **39**	1.6	1.6	1.9	1.3	0.6	1.2	0.8	1.0	1.1	1.8
Oper. Margin Before Officers Comp. (%) **40**	3.3	3.2	3.7	3.8	2.9	3.6	3.3	3.5	3.3	4.2
Average Net Receivables ($) **41**	393	585	813	599	1012	701	588	719	840	536
Average Inventories ($) **42**	185	261	385	383	556	422	386	456	501	343
Average Net Worth ($) **43**	399	507	605	562	717	722	710	755	816	476
Current Ratio (×1) **44**	1.6	1.5	1.4	1.5	1.7	1.5	1.6	1.5	1.5	1.4
Quick Ratio (×1) **45**	1.1	1.1	0.9	0.9	1.1	1.0	1.0	0.9	0.9	0.9
Coverage Ratio (×1) **46**	6.3	5.7	7.8	4.1	3.7	5.6	4.4	4.3	4.6	5.5
Asset Turnover (×1) **47**	3.2	3.2	2.9	3.0	2.7	3.2	2.7	2.7	2.9	2.9
Operating Leverage **48**	0.3	1.0	1.2	0.7	0.5	2.0	0.7	1.3	1.1	1.6
Financial Leverage **49**	0.6	1.0	1.2	0.9	0.9	1.2	0.9	1.0	1.0	1.1
Total Leverage **50**	0.2	1.0	1.5	0.7	0.5	2.3	0.6	1.2	1.1	1.8

PETROLEUM AND PETROLEUM PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11375	462	3536	1390	1086	1527	2586	442	209	66	30	23	18
Revenues ($ in Thousands)														
Net Sales	2	140044316	12805079	1132006	1297477	1884567	5899167	27436316	13705128	15206065	9489387	10160608	12655685	28372831
Portfolio Income	3	9475667	7394	778	1299	6417	21543	65691	85729	26341	28485	21797	89177	9121013
Other Revenues	4	1524175	124205	2898	281	6885	97243	210874	111890	86544	57416	52182	53433	720327
Total Revenues	5	151044158	12936678	1135682	1299057	1897869	6017953	27712881	13902747	15318950	9575288	10234587	12798295	38214171
Average Total Revenues	6	13279	28001	321	935	1748	3941	10717	31454	73296	145080	341153	556448	2123010
Operating Costs/Operating Income (%)														
Cost of Operations	7	90.2	98.1	78.2	83.4	83.6	85.3	86.9	87.5	89.8	91.9	94.3	94.7	89.6
Salaries and Wages	8	3.0	0.4	5.2	3.1	3.2	3.6	3.3	4.0	2.7	2.9	1.7	1.4	4.4
Taxes Paid	9	1.2	•	1.2	2.7	2.9	1.8	2.5	0.8	1.6	0.9	0.5	0.4	0.9
Interest Paid	10	4.4	0.4	0.5	0.3	0.4	0.4	0.4	0.5	0.5	0.7	0.5	0.6	19.8
Depreciation, Depletion, Amortization	11	1.3	•	1.4	1.1	1.4	1.2	1.1	1.4	1.2	1.0	0.7	1.0	2.5
Pensions and Other Benefits	12	0.4	•	0.3	0.5	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.8
Other	13	5.9	1.2	9.5	7.4	7.1	7.3	4.7	4.7	3.4	2.7	2.6	2.0	14.6
Officers Compensation	14	0.7	•	3.0	2.6	2.0	1.8	1.2	1.0	0.4	0.4	0.4	0.4	0.3
Operating Margin	15	•	•	0.7	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	3.8	1.7	1.3	0.1	0.9	1.0	0.5	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	3029	•	11	40	113	226	611	1723	3905	9015	22869	36378	1589969
Inventories	18	4112	•	2	23	25	93	264	862	1575	5949	10671	27217	2435158
Net Property, Plant and Equipment	19	1243	•	9	51	102	202	693	2849	6438	10602	19185	42845	386870
Total Assets	20	18282	•	35	167	358	744	2049	7019	15758	34336	70144	147633	10367279

Notes and Loans Payable **21**	9052	•	24	35	202	179	547	2025	5399	12398	27358	46739	5344079
All Other Liabilities **22**	6960	•	41	50	159	266	702	2228	5126	12795	26483	60338	3970757
Net Worth **23**	2269	•	-30	82	-3	298	801	2765	5233	9143	16303	40556	1052443

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	0.8	1.7	1.4	1.7	1.5	1.3	1.2	1.1	1.1	1.0	1.2
Quick Ratio **25**	0.5	•	0.7	1.3	1.1	1.3	1.1	0.9	0.8	0.7	0.7	0.6	0.5
Net Sales to Working Capital **26**	5.2	•	•	21.5	26.4	19.4	26.2	38.0	•	•	•	•	1.2
Coverage Ratio **27**	1.4	3.1	3.2	•	1.1	2.0	2.8	3.8	2.5	1.3	1.0	2.0	1.3
Total Asset Turnover **28**	0.7	•	9.1	5.6	4.9	5.2	5.2	4.4	4.6	4.2	4.8	3.7	0.2
Inventory Turnover **29**	5.4	•	•	•	•	•	•	•	•	•	•	•	1.2
Receivables Turnover **30**	8.1	•	•	•	•	•	•	•	•	•	•	•	2.0
Total Liabilities to Net Worth **31**	7.1	•	•	1.0	•	1.5	1.6	1.5	2.0	2.8	3.3	2.7	8.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	87.6	•	•	50.9	•	59.9	60.9	60.6	66.8	73.4	76.8	72.5	89.9
Return on Assets **33**	4.0	•	14.0	•	2.0	4.3	5.9	8.5	6.1	3.6	2.6	4.1	3.8
Return on Equity **34**	4.8	•	•	•	•	3.6	7.8	12.0	8.7	0.8	•	5.2	3.8
Return Before Interest on Equity **35**	32.2	•	•	•	•	10.8	15.0	21.6	18.3	13.6	11.0	15.0	•
Profit Margin, Before Income Tax **36**	1.6	0.8	1.1	•	•	0.4	0.7	1.4	0.8	0.2	•	0.5	5.1
Profit Margin, After Income Tax **37**	0.9	0.6	0.9	•	•	0.3	0.6	1.1	0.6	•	•	0.4	2.5

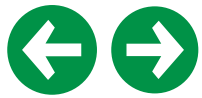
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	92.9	89.8	92.0	91.1	92.0	92.0	91.2	91.2	91.1	90.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	818	766	878	610	810	859	1845	3588	2279	3029
Average Inventories ($) **42**	278	244	283	236	253	285	2170	4769	4370	4112
Average Net Worth ($) **43**	867	820	809	712	783	764	1048	1216	2024	2269
Current Ratio (x1) **44**	1.2	1.2	1.2	1.3	1.3	1.2	1.2	1.1	1.2	1.2
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.9	0.9	0.9	0.6	0.6	0.4	0.5
Coverage Ratio (x1) **46**	2.1	2.3	2.1	2.4	2.2	1.7	1.4	1.4	1.1	1.4
Asset Turnover (x1) **47**	4.4	3.3	3.4	3.9	3.9	4.4	1.4	0.9	0.7	0.7
Total Liabilities/Net Worth (x1) **48**	2.2	2.2	2.7	2.3	2.5	2.5	7.5	12.3	7.7	7.1
Return on Assets (x1) **49**	6.2	7.4	4.9	6.7	5.8	6.0	7.5	3.4	2.3	4.0
Return on Equity (%) **50**	4.4	6.8	4.8	8.7	7.0	5.3	14.4	8.6	•	4.8

PETROLEUM AND PETROLEUM PRODUCTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6839	24	1625	732	646	1033	2140	380	170	45	17	16	10
Revenues ($ in Thousands)														
Net Sales	2	112007011	12793014	992867	532762	1502709	4809829	23213741	11669487	13776975	6854586	6361996	8861285	20637759
Portfolio Income	3	9170768	7292	316	793	2707	10917	53055	43280	20775	23987	16382	75879	8915383
Other Revenues	4	1219145	2174	•	13	6632	89171	171568	105894	78997	40352	34684	29349	660315
Total Revenues	5	122396924	12802480	993183	533568	1512048	4909917	23438364	11818661	13876747	6918925	6413062	8966513	30213457
Average Total Revenues	6	17897	533437	611	729	2341	4753	10953	31102	81628	153754	377239	560407	3021346
Operating Costs/Operating Income (%)														
Cost of Operations	7	89.9	98.1	85.5	81.1	84.7	85.8	86.7	86.5	90.0	91.6	93.8	95.3	87.7
Salaries and Wages	8	3.0	0.4	0.5	0.9	2.8	3.6	3.2	4.2	2.6	3.2	1.6	1.4	5.2
Taxes Paid	9	1.2	•	0.6	3.3	3.1	1.9	2.4	0.8	1.7	0.6	0.5	0.3	1.0
Interest Paid	10	5.1	0.4	0.2	0.5	0.2	0.3	0.3	0.5	0.4	0.4	0.4	0.3	26.0
Depreciation, Depletion, Amortization	11	1.2	•	1.0	1.7	1.2	1.0	1.1	1.5	1.0	1.1	0.5	0.7	2.5
Pensions and Other Benefits	12	0.4	•	•	0.5	0.3	0.3	0.3	0.3	0.3	0.4	0.1	0.2	0.9
Other	13	5.7	0.2	6.2	6.7	4.7	6.4	4.4	4.8	3.1	2.4	2.6	1.8	16.4
Officers Compensation	14	0.6	•	2.6	4.5	2.1	1.7	1.2	1.0	0.4	0.5	0.3	0.2	0.2
Operating Margin	15	•	0.8	3.4	0.9	0.9	•	0.4	0.6	0.5	•	0.3	•	•
Oper. Margin Before Officers Compensation	16	•	0.8	6.1	5.4	3.0	0.8	1.6	1.6	0.9	0.5	0.6	0.2	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	4653	•	6	29	136	279	568	1732	3978	9105	24584	37140	2744404
Inventories	18	6669	•	5	9	30	103	265	977	1718	4684	8832	28285	4342686
Net Property, Plant and Equipment	19	1560	•	7	58	79	197	707	2803	6099	11974	16513	29810	544665
Total Assets	20	28764	•	40	140	380	768	2021	7015	15288	34370	69517	136774	18100624



Notes and Loans Payable **21**	14304	•	15	26	179	160	517	1796	4808	8830	23274	32395	9358127
All Other Liabilities **22**	10725	•	1	29	185	299	652	2211	5207	13088	25885	62733	6774473
Net Worth **23**	3735	•	24	85	16	310	851	3007	5272	12452	20358	41646	1968024

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	4.7	1.7	1.4	1.6	1.5	1.3	1.2	1.3	1.2	1.1	1.2
Quick Ratio **25**	0.5	•	3.8	1.5	1.2	1.3	1.1	0.9	0.8	0.9	0.8	0.6	0.5
Net Sales to Working Capital **26**	4.0	•	28.7	22.3	27.4	22.8	27.0	36.2	•	43.9	49.6	•	0.8
Coverage Ratio **27**	1.6	3.3	•	3.4	7.7	5.1	5.1	4.9	4.0	3.3	3.7	5.7	1.4
Total Asset Turnover **28**	0.6	•	•	5.2	6.1	6.1	5.4	4.4	5.3	4.4	5.4	4.1	0.1
Inventory Turnover **29**	4.4	•	•	•	•	•	•	•	•	•	•	•	0.8
Receivables Turnover **30**	7.0	•	•	•	•	•	•	•	•	•	•	•	1.5
Total Liabilities to Net Worth **31**	6.7	•	0.7	0.7	23.2	1.5	1.4	1.3	1.9	1.8	2.4	2.3	8.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	87.0	•	40.5	39.2	95.9	59.7	57.9	57.1	65.5	63.8	70.7	69.6	89.1
Return on Assets **33**	4.6	•	•	7.9	10.9	8.6	9.2	10.0	8.6	5.9	7.9	5.7	4.2
Return on Equity **34**	9.8	•	•	8.7	•	14.8	15.7	14.4	15.8	8.7	16.9	12.4	7.8
Return Before Interest on Equity **35**	•	•	•	12.9	•	21.4	21.9	23.3	24.8	16.3	27.1	18.7	•
Profit Margin, Before Income Tax **36**	3.1	0.9	3.5	1.1	1.6	1.2	1.4	1.8	1.2	0.9	1.1	1.2	10.9
Profit Margin, After Income Tax **37**	2.2	0.7	3.3	1.0	1.4	1.0	1.2	1.4	1.0	0.7	0.9	0.9	7.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	92.1	89.2	90.1	89.6	92.0	91.5	90.3	90.0	89.9	89.9
Operating Margin (%) **39**	0.2	0.2	•	•	0.4	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.8	1.0	0.6	0.8	1.0	0.3	•	•	•	•
Average Net Receivables ($) **41**	970	904	1144	661	881	1050	2789	5073	2889	4653
Average Inventories ($) **42**	291	248	314	245	318	335	3542	7103	6032	6669
Average Net Worth ($) **43**	1217	997	1306	951	1195	1136	1533	1617	2811	3735
Current Ratio (×1) **44**	1.3	1.3	1.3	1.4	1.3	1.2	1.2	1.1	1.2	1.2
Quick Ratio (×1) **45**	1.0	1.0	1.0	1.0	0.9	0.9	0.5	0.6	0.4	0.5
Coverage Ratio (×1) **46**	4.7	3.9	4.2	4.1	4.6	3.1	1.6	1.7	1.5	1.6
Asset Turnover (×1) **47**	4.5	3.4	3.1	3.5	4.7	4.2	1.1	0.7	0.6	0.6
Operating Leverage **48**	•	1.1	•	0.9	•	•	15.5	0.9	1.1	1.2
Financial Leverage **49**	1.1	1.0	1.1	1.1	1.1	0.9	0.6	1.0	0.9	1.1
Total Leverage **50**	•	1.1	•	1.0	•	•	9.0	0.9	0.9	1.4

ALCOHOLIC BEVERAGES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4617	•	•	449	832	413	1259	318	177	53	16	11	7
Revenues ($ in Thousands)														
Net Sales	2	53992549	•	•	529489	1472136	1051374	12468166	8772247	10415003	5381954	2316638	4006230	7352485
Portfolio Income	3	475276	•	•	23442	2494	1561	13532	19462	15386	6575	13486	9995	369127
Other Revenues	4	564330	•	•	4570	3087	7590	44345	90089	53443	78928	12929	24828	244537
Total Revenues	5	55032155	•	•	557501	1477717	1060525	12526043	8881798	10483832	5467457	2343053	4041053	7966149
Average Total Revenues	6	11919	•	•	1242	1776	2568	9949	27930	59231	103160	146441	367368	1138021
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.8	•	•	84.9	71.4	78.4	77.6	77.7	75.2	78.3	72.9	74.1	71.3
Salaries and Wages	8	7.6	•	•	6.2	8.9	7.6	7.6	7.9	7.3	9.2	7.6	6.9	6.8
Taxes Paid	9	4.5	•	•	1.7	2.3	2.2	3.0	3.2	4.9	2.6	8.3	7.4	7.4
Interest Paid	10	1.1	•	•	0.4	0.8	0.6	0.6	0.7	0.6	0.9	1.2	0.5	3.5
Depreciation, Depletion, Amortization	11	1.0	•	•	0.3	1.4	1.5	1.0	1.0	0.9	1.0	1.1	0.9	1.4
Pensions and Other Benefits	12	1.1	•	•	•	1.3	1.2	1.1	1.1	1.1	1.1	0.7	0.9	1.4
Other	13	6.8	•	•	7.8	11.8	7.3	5.5	5.8	6.5	5.5	6.0	6.8	10.5
Officers Compensation	14	1.4	•	•	1.8	4.2	1.8	1.9	1.5	1.2	1.0	1.0	0.8	0.6
Operating Margin	15	0.8	•	•	•	•	•	1.8	1.2	2.3	0.5	1.2	1.8	•
Oper. Margin Before Officers Compensation	16	2.1	•	•	•	2.2	1.4	3.7	2.6	3.5	1.5	2.2	2.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	821	•	•	2	37	141	358	1388	3259	9169	13724	30231	169082
Inventories	18	1010	•	•	44	96	241	672	1580	4057	10221	17902	48345	148091
Net Property, Plant and Equipment	19	812	•	•	3	53	147	525	1332	2735	6176	12968	16587	193784
Total Assets	20	3982	•	•	136	343	722	2299	7000	15198	35553	67930	148084	757592

Notes and Loans Payable **21**	1389	•	•	5	170	253	748	2579	4531	11075	23053	30489	326275
All Other Liabilities **22**	1087	•	•	16	86	194	528	1388	3911	11169	14922	35349	262152
Net Worth **23**	1507	•	•	115	87	275	1023	3034	6756	13309	29955	82247	169165

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	•	5.5	1.7	2.0	1.9	1.9	1.8	1.4	1.6	1.9	1.4
Quick Ratio **25**	0.8	•	•	2.7	0.7	0.9	0.9	1.1	0.9	0.7	0.8	0.8	0.7
Net Sales to Working Capital **26**	13.1	•	•	16.3	21.1	11.2	15.3	14.1	14.4	15.1	9.9	8.5	10.8
Coverage Ratio **27**	3.6	•	•	7.2	•	1.9	4.7	4.6	6.1	3.5	3.0	6.4	2.7
Total Asset Turnover **28**	2.9	•	•	8.7	5.2	3.5	4.3	4.0	3.9	2.9	2.1	2.5	1.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	•	0.2	3.0	1.6	1.3	1.3	1.3	1.7	1.3	0.8	3.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.2	•	•	15.4	74.7	61.9	55.5	56.7	55.6	62.6	55.9	44.5	77.7
Return on Assets **33**	11.2	•	•	22.1	•	3.8	12.3	12.1	13.7	8.4	7.5	7.8	12.9
Return on Equity **34**	18.0	•	•	20.7	•	3.5	20.2	21.1	23.9	14.7	9.4	8.8	24.9
Return Before Interest on Equity **35**	29.5	•	•	26.2	•	10.0	27.7	28.0	30.9	22.4	17.1	14.0	•
Profit Margin, Before Income Tax **36**	2.8	•	•	2.2	•	0.5	2.3	2.4	3.0	2.1	2.3	2.7	5.8
Profit Margin, After Income Tax **37**	2.3	•	•	2.0	•	0.4	2.1	2.3	2.8	1.9	2.0	2.0	4.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	76.1	75.4	76.1	76.7	77.2	75.1	76.0	75.7	75.3	75.8
Operating Margin (%) **39**	0.7	0.6	0.9	0.2	0.9	1.1	0.9	1.1	0.9	0.8
Oper. Margin Before Officers Comp. (%) **40**	2.2	2.1	2.4	1.8	2.3	2.5	2.4	2.7	2.5	2.1
Average Net Receivables ($) **41**	526	494	515	706	777	742	809	854	910	821
Average Inventories ($) **42**	664	703	684	918	835	952	944	1001	1134	1010
Average Net Worth ($) **43**	1080	872	1101	1513	1519	1541	1394	1445	1654	1507
Current Ratio (x1) **44**	1.5	1.5	1.6	1.6	1.6	1.6	1.5	1.5	1.6	1.7
Quick Ratio (x1) **45**	0.8	0.7	0.8	0.8	0.9	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.8	3.0	3.2	3.1	3.1	3.3	3.1	3.7	3.3	3.6
Asset Turnover (x1) **47**	2.7	3.3	2.9	2.8	2.7	2.9	2.9	2.9	2.9	2.9
Total Liabilities/Net Worth (x1) **48**	1.5	1.8	1.4	1.4	1.5	1.5	1.7	1.7	1.7	1.7
Return on Assets (x1) **49**	9.1	11.0	10.5	10.2	10.3	11.9	10.5	10.2	9.3	11.2
Return on Equity (%) **50**	10.3	14.7	14.7	14.1	15.2	17.5	16.3	17.2	14.7	18.0

ALCOHOLIC BEVERAGES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2472	•	•	•	336	331	1128	268	157	41	13	•	7
Revenues ($ in Thousands)														
Net Sales	2	47657638	•	•	•	724591	881916	11579102	7428660	9655231	4085900	1908023	•	7352485
Portfolio Income	3	465347	•	•	•	2203	1537	13018	16642	12540	4656	13370	•	369127
Other Revenues	4	545715	•	•	•	3086	1416	43750	89565	53071	77045	12251	•	244537
Total Revenues	5	48668700	•	•	•	729880	884869	11635870	7534867	9720842	4167601	1933644	•	7966149
Average Total Revenues	6	19688	•	•	•	2172	2673	10315	28115	61916	101649	148742	•	1138021
Operating Costs/Operating Income (%)														
Cost of Operations	7	75.9	•	•	•	76.4	78.6	77.4	77.2	75.0	79.3	73.6	•	71.3
Salaries and Wages	8	7.4	•	•	•	4.1	7.3	7.4	8.2	7.3	9.1	7.7	•	6.8
Taxes Paid	9	4.4	•	•	•	1.6	1.5	3.1	3.2	4.9	2.3	6.3	•	7.4
Interest Paid	10	1.1	•	•	•	1.1	0.6	0.6	0.6	0.6	0.5	1.1	•	3.5
Depreciation, Depletion, Amortization	11	1.0	•	•	•	1.8	1.4	1.0	1.0	0.9	0.7	1.1	•	1.4
Pensions and Other Benefits	12	1.1	•	•	•	0.3	1.1	1.2	1.1	1.1	1.2	0.7	•	1.4
Other	13	6.7	•	•	•	9.7	6.1	5.5	5.7	6.5	4.9	6.2	•	10.5
Officers Compensation	14	1.3	•	•	•	4.3	1.9	1.9	1.5	1.2	1.0	1.1	•	0.6
Operating Margin	15	1.2	•	•	•	0.8	1.6	2.0	1.6	2.6	1.1	2.3	•	•
Oper. Margin Before Officers Compensation	16	2.6	•	•	•	5.1	3.5	3.9	3.1	3.8	2.1	3.4	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1360	•	•	•	60	169	309	1449	3436	9261	13070	•	169082
Inventories	18	1680	•	•	•	111	226	700	1533	4223	10961	18294	•	148091
Net Property, Plant and Equipment	19	1385	•	•	•	40	171	553	1451	2697	5552	13251	•	193784
Total Assets	20	6584	•	•	•	345	739	2323	7050	15396	36035	67375	•	757592

Notes and Loans Payable **21**	2240	•	•	•	193	229	789	2505	4365	8426	21879	•	326275
All Other Liabilities **22**	1848	•	•	•	80	200	567	1359	4148	11573	15163	•	262152
Net Worth **23**	2495	•	•	•	72	311	966	3186	6884	16037	30333	•	169165

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	•	•	3.2	2.0	1.8	1.9	1.7	1.5	1.7	•	1.4
Quick Ratio **25**	0.8	•	•	•	1.6	1.0	0.8	1.2	0.9	0.7	0.8	•	0.7
Net Sales to Working Capital **26**	13.3	•	•	•	12.1	11.3	17.3	13.8	15.1	13.8	9.1	•	10.8
Coverage Ratio **27**	4.2	•	•	•	2.4	4.3	5.1	5.7	7.1	6.8	4.3	•	2.7
Total Asset Turnover **28**	2.9	•	•	•	6.3	3.6	4.4	3.9	4.0	2.8	2.2	•	1.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	•	•	3.8	1.4	1.4	1.2	1.2	1.3	1.2	•	3.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.1	•	•	•	79.3	58.0	58.4	54.8	55.3	55.5	55.0	•	77.7
Return on Assets **33**	12.9	•	•	•	16.4	9.0	13.8	14.2	15.3	10.0	10.3	•	12.9
Return on Equity **34**	22.3	•	•	•	•	15.0	24.7	25.1	27.3	17.8	15.2	•	24.9
Return Before Interest on Equity **35**	34.1	•	•	•	•	21.4	33.1	31.5	34.3	22.4	22.8	•	•
Profit Margin, Before Income Tax **36**	3.4	•	•	•	1.6	1.9	2.5	3.0	3.3	3.1	3.6	•	5.8
Profit Margin, After Income Tax **37**	2.9	•	•	•	1.4	1.8	2.3	2.9	3.1	2.9	3.1	•	4.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	75.7	75.7	75.5	76.8	77.5	75.1	76.0	75.4	74.8	75.9
Operating Margin (%) **39**	1.5	1.7	1.9	1.4	1.6	1.8	1.3	1.5	1.6	1.2
Oper. Margin Before Officers Comp. (%) **40**	2.9	3.2	3.3	3.0	2.9	3.2	2.7	3.1	3.2	2.6
Average Net Receivables ($) **41**	657	654	754	1284	1054	1377	1285	1187	1209	1360
Average Inventories ($) **42**	795	906	1005	1623	1095	1645	1457	1367	1623	1680
Average Net Worth ($) **43**	1413	1319	1622	2742	2129	2925	2274	2097	2448	2495
Current Ratio (×1) **44**	1.6	1.7	1.6	1.7	1.6	1.7	1.6	1.6	1.8	1.6
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.9	0.9	0.9	0.8	0.8	0.9	0.8
Coverage Ratio (×1) **46**	3.6	5.7	4.0	4.1	3.9	4.0	3.5	4.4	4.2	4.2
Asset Turnover (×1) **47**	2.7	3.5	2.9	3.0	2.8	2.9	2.9	2.9	3.0	2.9
Operating Leverage **48**	0.7	1.1	1.1	0.8	1.1	1.2	0.7	1.2	1.0	0.8
Financial Leverage **49**	0.9	1.2	1.0	1.0	1.0	1.0	0.9	1.1	1.0	1.0
Total Leverage **50**	0.6	1.3	1.1	0.8	1.1	1.2	0.7	1.3	1.0	0.8

MISCELLANEOUS NONDURABLE GOODS;W HOLESALE TRADE NOT ALLOCABLE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	44911	1497	22080	7926	4660	3419	4194	557	392	99	54	17	16
Revenues ($ in Thousands)														
Net Sales	2	132057910	496471	4005938	5724943	5752177	7983828	29186388	12307252	16319266	8107068	6370903	5953971	29849704
Portfolio Income	3	614411	3976	12020	30466	7552	51537	58115	19937	31121	36663	38652	44494	279882
Other Revenues	4	1256365	5503	131414	14980	130449	84499	243765	46526	151281	88101	62747	68968	228129
Total Revenues	5	133928686	505950	4149372	5770389	5890178	8119864	29488268	12373715	16501668	8231832	6472302	6067433	30357715
Average Total Revenues	6	2982	338	188	728	1264	2375	7031	22215	42096	83150	119857	356908	1897357
Operating Costs/Operating Income (%)														
Cost of Operations	7	79.9	73.5	63.9	76.3	72.1	73.4	79.5	79.9	81.7	79.0	76.0	78.4	86.8
Salaries and Wages	8	5.5	6.5	6.8	4.5	8.1	7.0	5.2	6.2	4.7	5.3	5.6	5.2	5.3
Taxes Paid	9	1.5	1.1	1.9	1.4	2.1	2.2	2.3	1.1	1.1	1.5	1.0	0.9	0.8
Interest Paid	10	0.8	1.0	0.3	0.6	0.6	0.6	0.7	0.8	0.7	1.0	1.4	0.7	1.0
Depreciation, Depletion, Amortization	11	0.9	1.7	0.8	1.0	1.2	1.1	0.8	0.8	0.8	0.8	1.4	1.1	0.9
Pensions and Other Benefits	12	0.6	0.4	0.8	0.5	0.5	0.6	0.6	0.6	0.5	0.7	0.7	0.8	0.3
Other	13	8.6	20.0	18.0	11.0	12.1	11.5	8.0	7.4	8.4	10.7	10.1	11.9	4.8
Officers Compensation	14	2.0	0.7	9.9	3.5	5.7	3.5	2.3	1.8	1.3	0.9	1.4	0.8	0.2
Operating Margin	15	0.4	•	•	1.3	•	0.2	0.6	1.4	1.0	0.3	2.5	0.4	•
Oper. Margin Before Officers Compensation	16	2.4	•	7.6	4.8	3.5	3.7	2.9	3.3	2.3	1.2	3.9	1.2	0.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	316	•	4	43	87	245	608	2292	5015	9920	19083	37794	254099
Inventories	18	302	•	9	37	111	174	655	2299	4489	10586	17929	41851	214061
Net Property, Plant and Equipment	19	184	•	6	31	53	151	289	867	1728	4183	9468	22157	214306
Total Assets	20	1072	•	32	166	354	717	2059	6934	14627	34232	68935	148173	883455

Notes and Loans Payable **21**	371	•	30	172	117	244	635	2199	4688	11504	22839	25390	295439
All Other Liabilities **22**	401	•	12	86	132	217	705	2603	5770	12938	21888	68765	337526
Net Worth **23**	300	•	-9	-92	105	256	720	2132	4169	9791	24208	54018	250489

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.6	0.6	1.6	1.7	1.7	1.5	1.4	1.4	1.5	1.7	1.3
Quick Ratio **25**	0.8	•	0.9	0.4	0.9	1.1	0.9	0.8	0.8	0.7	0.8	0.9	0.7
Net Sales to Working Capital **26**	13.4	•	22.2	•	12.9	10.8	10.5	11.5	12.6	11.2	8.0	7.5	17.2
Coverage Ratio **27**	3.3	•	5.3	4.6	1.3	4.2	3.2	3.4	4.0	3.0	3.9	4.3	2.6
Total Asset Turnover **28**	2.8	•	5.6	4.4	3.5	3.3	3.4	3.2	2.9	2.4	1.7	2.4	2.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	10.0	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.6	•	•	•	2.4	1.8	1.9	2.3	2.5	2.5	1.9	1.8	2.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	72.0	•	•	•	70.2	64.3	65.0	69.3	71.5	71.4	64.9	63.6	71.7
Return on Assets **33**	7.2	•	9.2	11.4	2.7	8.2	7.8	8.9	8.0	6.9	9.4	7.0	5.7
Return on Equity **34**	14.1	•	•	•	•	15.5	13.4	16.1	16.5	12.7	17.4	9.4	8.1
Return Before Interest on Equity **35**	25.8	•	•	•	9.0	22.9	22.2	28.9	28.0	24.1	26.7	19.1	20.0
Profit Margin, Before Income Tax **36**	1.8	•	1.3	2.1	0.2	1.9	1.6	2.0	2.1	1.9	4.1	2.3	1.7
Profit Margin, After Income Tax **37**	1.4	•	1.2	1.9	•	1.7	1.4	1.6	1.7	1.5	3.6	1.5	1.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	80.2	78.8	79.7	79.2	79.8	79.6	79.5	79.5	79.9	79.9
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.4
Oper. Margin Before Officers Comp. (%) **40**	0.8	0.9	1.5	1.7	1.2	1.5	1.7	2.2	2.2	2.4
Average Net Receivables ($) **41**	180	212	210	262	251	260	283	288	317	316
Average Inventories ($) **42**	176	196	205	253	262	247	253	273	301	302
Average Net Worth ($) **43**	197	218	228	224	245	253	293	312	295	300
Current Ratio (x1) **44**	1.4	1.4	1.4	1.3	1.3	1.4	1.4	1.5	1.4	1.4
Quick Ratio (x1) **45**	0.8	0.8	0.7	0.7	0.7	0.7	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	1.8	2.0	2.1	2.4	1.8	1.8	2.3	3.0	3.1	3.3
Asset Turnover (x1) **47**	2.9	2.7	2.6	2.5	2.6	2.7	2.6	2.8	2.8	2.8
Total Liabilities/Net Worth (x1) **48**	2.4	2.5	2.5	3.3	2.8	2.7	2.3	2.2	2.7	2.6
Return on Assets (x1) **49**	6.3	6.7	6.4	7.4	6.5	6.6	6.9	7.1	6.7	7.2
Return on Equity (%) **50**	3.6	5.9	6.9	12.9	6.3	7.0	9.2	11.0	12.3	14.1

MISCELLANEOUS NONDURABLE GOODS;W HOLESALE TRADE NOT ALLOCABLE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25179	624	10099	4694	3029	2645	3208	455	286	75	38	14	12
Revenues ($ in Thousands)														
Net Sales	2	107489495	320282	2554657	4437237	3623019	6690846	23120680	9812569	13046093	6502223	4823193	4588515	27970181
Portfolio Income	3	474753	3643	10083	28610	4994	23503	50440	18643	26294	26717	24931	44227	212665
Other Revenues	4	1023179	3164	95618	13406	127289	70213	161059	32207	147340	42507	58357	44731	227290
Total Revenues	5	108987427	327089	2660358	4479253	3755302	6784562	23332179	9863419	13219727	6571447	4906481	4677473	28410136
Average Total Revenues	6	4329	524	263	954	1240	2565	7273	21678	46223	87619	129118	334105	2367511
Operating Costs/Operating Income (%)														
Cost of Operations	7	79.5	80.1	57.4	75.4	68.9	71.0	78.6	78.0	81.4	79.3	73.1	75.8	87.8
Salaries and Wages	8	5.4	6.3	7.8	4.9	8.8	7.5	4.8	6.3	4.4	5.0	5.7	5.6	5.0
Taxes Paid	9	1.5	1.0	2.1	1.5	2.3	2.5	2.6	1.2	1.1	1.6	1.1	1.0	0.8
Interest Paid	10	0.7	1.1	0.2	0.4	0.7	0.6	0.6	0.9	0.6	0.9	1.3	0.7	0.8
Depreciation, Depletion, Amortization	11	0.9	2.0	0.8	0.7	1.3	1.2	0.8	0.8	0.7	0.7	1.4	1.2	0.8
Pensions and Other Benefits	12	0.5	0.5	1.0	0.5	0.5	0.7	0.6	0.6	0.6	0.6	0.6	0.9	0.3
Other	13	7.9	6.2	19.4	10.1	12.6	11.1	7.7	7.5	7.7	9.2	10.8	11.9	4.2
Officers Compensation	14	1.8	0.4	9.0	3.4	5.1	3.7	2.4	2.0	1.4	0.8	1.7	0.9	0.2
Operating Margin	15	1.7	2.6	2.4	3.2	•	1.9	2.0	2.7	2.4	2.0	4.6	2.2	0.2
Oper. Margin Before Officers Compensation	16	3.6	3.0	11.5	6.7	4.9	5.6	4.4	4.6	3.7	2.8	6.3	3.0	0.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	462	•	4	52	82	242	633	2301	5482	10048	20803	36528	311817
Inventories	18	427	•	8	31	114	183	616	2473	4502	11226	19347	44048	258661
Net Property, Plant and Equipment	19	251	•	7	23	58	145	283	899	1755	3771	10382	20207	232605
Total Assets	20	1490	•	34	169	355	713	2058	7060	14850	34310	68658	151539	1003312

Notes and Loans Payable **21**	431	•	29	46	104	225	540	2232	3943	10229	21618	23444	302069
All Other Liabilities **22**	551	•	11	62	113	203	687	2328	5853	13619	22443	60153	411348
Net Worth **23**	508	•	-6	61	138	284	831	2501	5054	10462	24597	67941	289895

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.8	1.8	1.9	1.9	1.8	1.7	1.5	1.4	1.5	1.8	1.3
Quick Ratio **25**	0.9	•	1.2	1.3	1.0	1.2	1.1	0.9	0.9	0.7	0.8	1.0	0.7
Net Sales to Working Capital **26**	11.3	•	23.6	16.8	10.2	10.4	9.7	9.2	11.3	10.7	7.7	6.3	17.3
Coverage Ratio **27**	5.4	5.5	•	11.6	6.3	6.8	5.7	4.4	7.3	4.6	6.2	6.7	3.4
Total Asset Turnover **28**	2.9	•	7.4	5.6	3.4	3.6	3.5	3.1	3.1	2.5	1.9	2.2	2.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	9.6	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	•	1.8	1.6	1.5	1.5	1.8	1.9	2.3	1.8	1.2	2.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.9	•	•	64.0	61.0	60.2	59.6	64.6	66.0	69.5	64.2	55.2	71.1
Return on Assets **33**	11.1	•	•	25.5	14.0	13.6	12.1	12.6	13.2	10.2	14.2	10.3	6.1
Return on Equity **34**	22.4	•	•	•	27.8	26.7	22.6	23.1	28.4	21.8	29.6	14.3	9.9
Return Before Interest on Equity **35**	32.4	•	•	•	•	34.1	29.9	•	•	33.3	•	22.9	21.1
Profit Margin, Before Income Tax **36**	3.2	4.7	6.6	4.2	3.5	3.3	2.9	3.2	3.7	3.1	6.4	4.0	1.9
Profit Margin, After Income Tax **37**	2.7	3.7	6.4	3.9	3.2	3.0	2.6	2.7	3.2	2.6	5.7	3.0	1.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.7	77.5	78.2	79.1	79.5	78.6	79.1	79.0	79.8	79.5
Operating Margin (%) **39**	1.2	0.8	1.4	1.5	1.2	1.5	1.2	1.5	1.4	1.7
Oper. Margin Before Officers Comp. (%) **40**	3.5	2.9	3.5	3.5	3.2	3.7	3.1	3.5	3.3	3.6
Average Net Receivables ($) **41**	261	277	324	326	357	363	438	508	497	462
Average Inventories ($) **42**	253	240	312	327	388	336	388	467	468	427
Average Net Worth ($) **43**	337	373	432	417	457	440	506	619	603	508
Current Ratio (x1) **44**	1.6	1.7	1.6	1.6	1.5	1.5	1.5	1.5	1.5	1.6
Quick Ratio (x1) **45**	0.9	1.0	0.9	0.9	0.8	0.8	0.9	0.8	0.8	0.9
Coverage Ratio (x1) **46**	4.4	4.6	4.6	4.8	3.8	3.9	3.9	5.0	5.0	5.4
Asset Turnover (x1) **47**	3.0	2.8	2.6	2.9	2.9	2.8	2.7	2.7	3.0	2.9
Operating Leverage **48**	0.8	0.7	1.8	1.0	0.8	1.3	0.8	1.3	0.9	1.3
Financial Leverage **49**	0.9	1.0	1.1	1.1	0.9	1.0	1.0	1.1	1.0	1.1
Total Leverage **50**	0.7	0.7	1.9	1.1	0.8	1.3	0.8	1.3	0.9	1.3

Building Materials Dealers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	20982	1206	5991	4780	2576	2842	3101	262	145	41	15	11	11
Revenues ($ in Thousands)														
Net Sales	2	80707342	612001	1549170	3684726	2978017	5601926	16764383	4837125	5018157	3340808	2297992	4052887	29970149
Portfolio Income	3	659034	1117	6361	3325	6716	37594	63024	19893	19710	12645	14129	25528	448990
Other Revenues	4	705852	5848	2451	6426	10839	35676	103017	30994	57513	24488	27244	22011	379347
Total Revenues	5	82072228	618966	1557982	3694477	2995572	5675196	16930424	4888012	5095380	3377941	2339365	4100426	30798486
Average Total Revenues	6	3912	513	260	773	1163	1997	5460	18657	35141	82389	155958	372766	2799862
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.2	54.3	62.0	68.2	66.6	72.0	76.0	76.3	75.6	76.4	77.5	74.9	72.4
Salaries and Wages	8	9.6	0.8	5.5	6.5	12.7	7.9	8.0	9.5	9.4	9.1	9.3	9.9	11.3
Taxes Paid	9	1.6	0.6	2.8	2.6	2.2	2.2	1.7	1.5	1.7	1.4	1.4	1.7	1.3
Interest Paid	10	1.4	0.2	0.4	0.6	0.6	0.9	0.8	1.0	1.1	1.4	1.3	1.3	2.1
Depreciation, Depletion, Amortization	11	1.4	0.3	0.9	1.0	0.9	1.3	1.1	0.9	1.3	1.3	1.3	1.4	1.8
Pensions and Other Benefits	12	0.9	•	0.4	0.7	1.6	0.9	1.0	0.9	1.2	1.1	1.0	1.1	0.6
Other	13	8.6	38.6	21.2	15.4	11.1	9.5	7.3	6.8	6.8	5.6	6.1	8.6	7.9
Officers Compensation	14	1.8	5.7	5.7	4.6	4.0	4.3	2.8	2.1	1.6	1.1	0.5	0.3	0.2
Operating Margin	15	1.7	•	1.1	0.6	0.4	1.2	1.2	1.1	1.3	2.6	1.6	0.8	2.5
Oper. Margin Before Officers Compensation	16	3.4	5.3	6.8	5.1	4.4	5.5	4.1	3.2	3.0	3.7	2.1	1.2	2.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	281	•	4	43	93	199	615	1850	3895	8573	21829	28708	82765
Inventories	18	518	•	12	47	121	252	690	2376	4442	10834	20748	60403	429836
Net Property, Plant and Equipment	19	502	•	8	32	53	109	330	1322	3736	8113	15912	48399	625239
Total Assets	20	1574	•	33	154	369	712	2008	6825	15259	34047	71867	171128	1321597

Notes and Loans Payable **21**	473	•	19	67	108	222	547	2331	4706	12973	27001	70798	351425
All Other Liabilities **22**	373	•	14	45	89	167	427	1367	2660	6127	9936	47615	348011
Net Worth **23**	729	•	-0	43	172	324	1034	3127	7893	14947	34930	52715	622161

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	1.5	2.3	2.3	2.6	2.5	1.9	2.0	2.5	2.1	1.9	1.6
Quick Ratio **25**	0.8	•	0.8	1.3	1.2	1.3	1.3	0.9	1.0	1.2	1.1	0.7	0.3
Net Sales to Working Capital **26**	8.5	•	32.4	12.6	7.7	6.0	5.9	7.9	7.2	6.2	6.1	7.9	13.5
Coverage Ratio **27**	3.5	4.4	5.1	2.4	2.6	3.8	3.8	3.3	3.7	3.7	3.8	2.5	3.5
Total Asset Turnover **28**	2.5	•	7.7	5.0	3.1	2.8	2.7	2.7	2.3	2.4	2.1	2.2	2.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	9.2	9.2
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	•	2.6	1.2	1.2	1.0	1.2	0.9	1.3	1.1	2.3	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.7	•	•	72.4	53.3	54.5	48.5	54.2	48.3	56.1	51.4	69.2	52.9
Return on Assets **33**	11.5	•	15.8	7.0	4.8	9.2	8.1	8.4	8.9	12.3	10.0	7.2	15.2
Return on Equity **34**	12.6	•	•	12.7	5.5	12.8	9.7	9.3	9.5	16.7	10.0	10.9	14.8
Return Before Interest on Equity **35**	24.8	•	•	25.4	10.2	20.3	15.7	18.3	17.2	27.9	20.5	23.2	32.2
Profit Margin, Before Income Tax **36**	3.3	0.7	1.6	0.8	1.0	2.5	2.2	2.2	2.9	3.7	3.4	2.0	5.2
Profit Margin, After Income Tax **37**	2.4	0.7	1.6	0.7	0.8	2.1	1.9	1.6	2.2	3.1	2.3	1.6	3.4

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.1	73.2	72.9	73.9	72.7	72.1	72.3	73.0	73.4	73.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	0.5	1.0	1.7
Oper. Margin Before Officers Comp. (%) **40**	1.7	1.9	1.6	1.5	1.0	1.9	1.7	2.6	2.9	3.4
Average Net Receivables ($) **41**	232	254	294	289	312	223	230	222	251	281
Average Inventories ($) **42**	356	373	452	427	427	369	393	412	474	518
Average Net Worth ($) **43**	422	480	575	524	469	450	502	535	634	729
Current Ratio (x1) **44**	2.0	2.0	1.8	2.0	2.0	1.9	2.0	2.1	2.1	2.0
Quick Ratio (x1) **45**	0.9	0.9	0.8	0.9	0.9	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**	2.2	2.2	2.0	1.8	1.8	1.6	1.7	2.5	3.0	3.5
Asset Turnover (x1) **47**	2.3	2.1	1.9	2.2	1.8	2.4	2.3	2.4	2.4	2.5
Total Liabilities/Net Worth (x1) **48**	1.5	1.6	1.7	1.8	2.3	1.6	1.5	1.4	1.3	1.2
Return on Assets (x1) **49**	7.8	7.3	7.4	7.1	7.7	7.7	7.2	8.9	9.9	11.5
Return on Equity (%) **50**	6.4	5.4	7.0	6.2	8.4	4.7	4.3	9.3	10.8	12.6

Building Materials Dealers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	14061	767	3328	2989	1739	2258	2562	228	123	34	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	71716121	572727	1040028	2841844	2282571	4616011	14028007	4420013	4321171	2837451	•	•	•
Portfolio Income	3	606243	1022	6280	1915	2763	28361	47535	19072	18089	10877	•	•	•
Other Revenues	4	645754	5871	1370	3930	2057	30432	87305	27924	55863	21611	•	•	•
Total Revenues	5	72968118	579620	1047678	2847689	2287391	4674804	14162847	4467009	4395123	2869939	•	•	•
Average Total Revenues	6	5189	756	315	953	1315	2070	5528	19592	35733	84410	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.2	52.9	56.1	67.2	64.5	71.0	75.6	76.2	75.0	76.7	•	•	•
Salaries and Wages	8	9.5	•	6.9	5.3	12.4	7.7	7.9	9.4	9.3	8.7	•	•	•
Taxes Paid	9	1.6	0.5	3.3	2.4	1.9	2.1	1.7	1.5	1.7	1.5	•	•	•
Interest Paid	10	1.3	•	0.4	0.3	0.5	0.8	0.7	0.8	1.0	1.2	•	•	•
Depreciation, Depletion, Amortization	11	1.3	0.2	0.6	0.7	0.9	1.2	1.0	0.9	1.3	1.1	•	•	•
Pensions and Other Benefits	12	0.8	•	0.6	0.7	2.0	0.8	1.0	0.9	1.3	1.0	•	•	•
Other	13	8.1	39.9	22.5	15.3	10.6	9.3	7.2	6.2	6.8	5.1	•	•	•
Officers Compensation	14	1.7	6.0	5.6	4.7	4.0	4.6	2.8	2.1	1.8	1.1	•	•	•
Operating Margin	15	2.6	0.6	4.1	3.4	3.4	2.5	2.2	2.1	2.0	3.6	•	•	•
Oper. Margin Before Officers Compensation	16	4.3	6.6	9.7	8.1	7.4	7.2	5.0	4.2	3.8	4.7	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	368	•	4	45	93	202	638	1887	4301	8896	•	•	•
Inventories	18	691	•	12	51	124	262	708	2325	4273	10713	•	•	•
Net Property, Plant and Equipment	19	676	•	9	32	56	102	293	1350	3699	7220	•	•	•
Total Assets	20	2066	•	34	155	360	714	2010	6781	15280	34439	•	•	•

Notes and Loans Payable **21**	561	•	11	53	108	205	483	1822	4144	12105	•	•	•
All Other Liabilities **22**	490	•	12	37	85	163	431	1336	2701	5726	•	•	•
Net Worth **23**	1016	•	11	65	167	346	1096	3623	8436	16608	•	•	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	2.0	•	1.9	2.7	2.5	2.8	2.6	2.2	2.2	2.4	•	•	•
Quick Ratio **25**	0.8	•	0.9	1.4	1.3	1.4	1.4	1.1	1.2	1.2	•	•	•
Net Sales to Working Capital **26**	8.3	•	27.3	13.7	7.7	5.7	5.6	7.4	6.5	6.3	•	•	•
Coverage Ratio **27**	4.3	•	12.4	14.3	8.2	5.8	5.7	5.0	4.9	4.9	•	•	•
Total Asset Turnover **28**	2.5	•	9.1	6.1	3.7	2.9	2.7	2.9	2.3	2.4	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	2.2	1.4	1.2	1.1	0.8	0.9	0.8	1.1	•	•	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	50.9	•	68.9	58.0	53.6	51.5	45.5	46.6	44.8	51.8	•	•	•
Return on Assets **33**	13.8	•	•	23.4	14.7	13.2	10.5	11.2	10.6	14.4	•	•	•
Return on Equity **34**	16.2	•	•	•	26.5	20.0	13.8	13.5	11.9	20.0	•	•	•
Return Before Interest on Equity **35**	28.0	•	•	•	31.7	27.2	19.2	21.0	19.2	29.9	•	•	•
Profit Margin, Before Income Tax **36**	4.3	1.8	4.8	3.6	3.6	3.8	3.2	3.2	3.7	4.7	•	•	•
Profit Margin, After Income Tax **37**	3.2	1.7	4.7	3.4	3.4	3.4	2.8	2.5	2.9	4.0	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.4	73.1	72.7	73.3	72.8	72.4	72.5	73.1	73.6	73.2
Operating Margin (%) **39**	1.6	2.2	1.4	1.8	0.8	1.6	1.4	1.9	2.5	2.6
Oper. Margin Before Officers Comp. (%) **40**	3.9	4.4	3.3	4.1	3.1	3.8	3.5	3.9	4.4	4.3
Average Net Receivables ($) **41**	278	280	397	358	339	297	288	296	336	368
Average Inventories ($) **42**	443	437	589	491	421	458	518	567	620	691
Average Net Worth ($) **43**	582	628	809	739	563	706	781	800	895	1016
Current Ratio (×1) **44**	2.2	2.1	2.0	2.2	2.2	2.3	2.2	2.2	2.2	2.0
Quick Ratio (×1) **45**	1.0	1.0	0.9	1.0	1.1	1.0	0.9	0.8	0.9	0.8
Coverage Ratio (×1) **46**	3.9	4.7	3.4	4.2	3.4	3.3	3.1	3.6	4.4	4.3
Asset Turnover (×1) **47**	2.5	2.5	2.1	2.4	2.2	2.6	2.3	2.4	2.5	2.5
Operating Leverage **48**	0.7	1.4	0.6	1.3	0.4	2.1	0.9	1.4	1.3	1.0
Financial Leverage **49**	1.0	1.0	1.0	1.1	1.0	1.0	1.0	1.1	1.1	1.0
Total Leverage **50**	0.7	1.4	0.7	1.4	0.4	2.0	0.9	1.5	1.4	1.0

Hardware Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11879	276	2721	3050	3227	1472	1026	73	19	6	6	•	3
Revenues ($ in Thousands)														
Net Sales	2	14566251	54621	430370	984945	2363836	2203336	4035967	945240	638163	482802	1352050	•	1074922
Portfolio Income	3	51091	240	531	2658	6487	11073	15542	3445	2911	2074	1549	•	4583
Other Revenues	4	137847	1188	319	15265	26157	19787	36077	3866	10995	5177	17017	•	1997
Total Revenues	5	14755189	56049	431220	1002868	2396480	2234196	4087586	952551	652069	490053	1370616	•	1081502
Average Total Revenues	6	1242	203	158	329	743	1518	3984	13049	34319	81676	228436	•	360501
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.6	87.0	62.6	64.7	65.6	68.6	66.8	63.8	67.4	79.3	72.4	•	68.6
Salaries and Wages	8	11.9	11.5	11.2	9.5	10.9	11.8	13.0	14.2	14.0	10.5	11.2	•	11.3
Taxes Paid	9	2.4	2.4	4.4	3.5	2.4	2.8	2.3	2.1	2.5	1.4	1.4	•	2.3
Interest Paid	10	1.3	2.1	0.2	0.9	1.3	0.9	1.2	1.4	1.9	0.4	1.6	•	2.3
Depreciation, Depletion, Amortization	11	1.3	1.6	0.6	1.2	1.6	1.3	1.1	1.0	1.4	1.3	1.2	•	2.5
Pensions and Other Benefits	12	1.0	0.6	0.3	0.8	1.0	0.7	1.1	0.8	1.3	1.0	1.0	•	1.7
Other	13	12.0	51.6	17.6	13.9	12.2	11.1	11.2	11.7	10.6	20.3	9.4	•	11.4
Officers Compensation	14	3.6	0.5	7.3	7.7	5.9	3.5	3.3	4.5	1.3	0.6	0.5	•	0.4
Operating Margin	15	•	•	•	•	•	•	0.2	0.7	•	•	1.3	•	•
Oper. Margin Before Officers Compensation	16	2.6	•	3.2	5.6	5.1	2.7	3.5	5.2	1.0	•	1.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	73	•	1	18	46	106	318	871	1451	986	10113	•	6376
Inventories	18	259	•	27	85	196	294	715	3253	7208	10863	28668	•	111153
Net Property, Plant and Equipment	19	115	•	2	14	42	110	308	1063	3745	5661	15113	•	141490
Total Assets	20	572	•	38	144	369	665	1707	6393	15279	33569	81788	•	293200

Notes and Loans Payable **21**	229	•	42	71	176	202	554	2368	6509	5272	59153	•	91450
All Other Liabilities **22**	135	•	11	30	56	129	462	1662	2758	5542	11229	•	121322
Net Worth **23**	208	•	-14	44	137	334	692	2363	6013	22755	11406	•	80428

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.6	•	6.4	3.0	4.3	3.1	2.4	1.7	1.8	2.0	2.5	•	1.8
Quick Ratio **25**	0.7	•	1.0	0.7	1.1	1.1	0.9	0.4	0.3	0.7	0.7	•	0.2
Net Sales to Working Capital **26**	5.4	•	5.5	4.3	3.6	4.8	5.8	7.1	8.4	8.4	8.7	•	6.3
Coverage Ratio **27**	1.2	•	•	0.7	1.4	1.8	2.2	2.1	2.0	•	2.7	•	1.1
Total Asset Turnover **28**	2.2	•	4.1	2.3	2.0	2.3	2.3	2.0	2.2	2.4	2.8	•	1.2
Inventory Turnover **29**	6.4	•	7.4	4.9	4.9	7.0	7.4	5.1	6.3	•	•	•	4.4
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	•	2.3	1.7	1.0	1.5	1.7	1.6	0.5	6.2	•	2.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.6	•	•	69.6	62.7	49.8	59.5	63.0	60.7	32.2	86.1	•	72.6
Return on Assets **33**	3.3	•	•	1.4	3.8	3.4	6.2	5.7	8.3	•	11.6	•	3.1
Return on Equity **34**	•	•	•	•	1.9	2.0	6.1	6.6	7.4	•	•	•	•
Return Before Interest on Equity **35**	8.9	•	•	4.7	10.0	6.8	15.2	15.4	21.2	•	•	•	11.2
Profit Margin, Before Income Tax **36**	0.3	•	•	•	0.6	0.7	1.5	1.5	1.9	•	2.7	•	0.2
Profit Margin, After Income Tax **37**	•	•	•	•	0.4	0.5	1.1	1.2	1.3	•	2.5	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	67.1	67.2	67.1	67.2	67.2	67.3	66.8	67.3	66.7	67.6
Operating Margin (%) **39**	•	•	•	0.1	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	4.1	3.7	4.3	4.3	3.4	3.2	2.9	2.0	3.0	2.6
Average Net Receivables ($) **41**	55	55	63	67	71	71	73	74	66	73
Average Inventories ($) **42**	184	191	193	212	219	241	259	248	236	259
Average Net Worth ($) **43**	169	174	164	190	193	212	204	193	172	208
Current Ratio (x1) **44**	2.5	2.5	2.3	2.2	2.3	2.4	2.4	2.4	2.4	2.6
Quick Ratio (x1) **45**	0.8	0.8	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	2.5	2.6	2.5	2.3	1.4	1.8	1.3	1.2	1.6	1.2
Asset Turnover (x1) **47**	2.3	2.3	2.3	2.3	2.2	2.3	2.2	2.1	2.1	2.2
Total Liabilities/Net Worth (x1) **48**	1.3	1.3	1.5	1.4	1.5	1.4	1.7	1.8	2.0	1.8
Return on Assets (x1) **49**	7.1	7.0	6.5	6.8	5.1	6.2	5.0	3.6	4.3	3.3
Return on Equity (%) **50**	6.2	6.1	7.0	7.2	2.0	5.0	1.6	0.4	3.1	•

HARDWARE STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6803	19	781	1814	2248	982	883	52	12	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	10741146	45695	250580	612047	1820306	1547655	3578294	729559	405263	•	•	•	•
Portfolio Income	3	39163	226	301	2193	4924	8296	14637	2676	1924	•	•	•	•
Other Revenues	4	98066	1188	11	15119	19135	14945	32783	3011	5143	•	•	•	•
Total Revenues	5	10878375	47109	250892	629359	1844365	1570896	3625714	735246	412330	•	•	•	•
Average Total Revenues	6	1599	2479	321	347	820	1600	4106	14139	34361	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.3	70.7	55.3	63.0	66.1	68.9	66.5	62.7	68.1	•	•	•	•
Salaries and Wages	8	11.5	7.6	11.4	8.3	9.7	11.1	13.1	14.5	13.7	•	•	•	•
Taxes Paid	9	2.4	2.0	4.2	3.8	2.3	3.1	2.3	2.2	2.1	•	•	•	•
Interest Paid	10	0.9	0.4	•	0.6	1.1	0.8	1.0	1.2	1.8	•	•	•	•
Depreciation, Depletion, Amortization	11	1.1	1.4	•	0.8	1.4	1.2	1.0	0.9	1.3	•	•	•	•
Pensions and Other Benefits	12	0.9	0.8	0.4	0.1	1.1	0.7	1.0	0.6	1.4	•	•	•	•
Other	13	10.6	17.4	13.0	14.6	11.4	10.0	10.7	12.1	8.8	•	•	•	•
Officers Compensation	14	3.6	0.6	7.5	7.3	5.5	3.2	3.5	4.6	1.5	•	•	•	•
Operating Margin	15	1.7	•	8.2	1.4	1.7	1.1	1.0	1.4	1.4	•	•	•	•
Oper. Margin Before Officers Compensation	16	5.3	•	15.7	8.7	7.1	4.3	4.5	6.0	2.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	98	•	1	14	51	118	330	750	1416	•	•	•	•
Inventories	18	330	•	47	84	208	293	742	3550	7192	•	•	•	•
Net Property, Plant and Equipment	19	119	•	1	15	26	110	281	932	2748	•	•	•	•
Total Assets	20	696	•	60	152	350	695	1728	6466	15315	•	•	•	•

Notes and Loans Payable **21**	204	•	12	43	138	187	432	2498	5534	•	•	•	•
All Other Liabilities **22**	148	•	25	31	56	140	447	1752	2471	•	•	•	•
Net Worth **23**	344	•	22	78	157	368	850	2216	7311	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.8	•	9.9	3.2	4.6	3.3	2.6	1.5	2.3	•	•	•	•
Quick Ratio **25**	0.8	•	1.5	0.7	1.2	1.3	1.0	0.3	0.4	•	•	•	•
Net Sales to Working Capital **26**	5.1	•	6.4	4.5	3.7	4.6	5.4	9.2	6.5	•	•	•	•
Coverage Ratio **27**	4.3	6.6	•	7.8	3.9	4.5	3.4	2.9	2.7	•	•	•	•
Total Asset Turnover **28**	2.3	•	5.4	2.2	2.3	2.3	2.4	2.2	2.2	•	•	•	•
Inventory Turnover **29**	6.5	•	7.6	5.1	5.2	7.4	7.3	5.0	6.4	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	1.7	1.0	1.2	0.9	1.0	1.9	1.1	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	50.5	•	62.4	48.5	55.3	47.0	50.9	65.7	52.3	•	•	•	•
Return on Assets **33**	8.8	•	•	10.7	9.3	7.5	7.6	7.2	11.0	•	•	•	•
Return on Equity **34**	12.0	•	•	16.7	14.0	9.8	8.8	11.6	10.6	•	•	•	•
Return Before Interest on Equity **35**	17.8	•	•	20.9	20.8	14.2	15.4	20.9	23.1	•	•	•	•
Profit Margin, Before Income Tax **36**	3.0	2.3	8.3	4.2	3.0	2.6	2.3	2.2	3.2	•	•	•	•
Profit Margin, After Income Tax **37**	2.6	2.2	8.3	3.9	2.7	2.3	1.9	1.8	2.3	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	66.1	66.3	67.2	67.1	65.9	67.5	66.2	66.6	66.9	67.3
Operating Margin (%) **39**	1.6	1.6	1.5	1.7	1.2	1.5	1.2	0.2	1.5	1.7
Oper. Margin Before Officers Comp. (%) **40**	5.8	5.8	5.8	6.0	5.8	5.1	5.0	3.4	4.8	5.3
Average Net Receivables ($) **41**	69	60	73	79	82	98	88	92	91	98
Average Inventories ($) **42**	219	215	213	239	261	303	327	327	326	330
Average Net Worth ($) **43**	231	229	206	251	300	325	325	336	338	344
Current Ratio (×1) **44**	2.5	2.7	2.4	2.4	2.7	2.5	2.8	2.7	2.6	2.8
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.8	0.9	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	4.4	5.0	4.6	4.3	3.4	4.4	3.1	3.5	3.3	4.3
Asset Turnover (×1) **47**	2.3	2.4	2.5	2.4	2.3	2.5	2.3	2.2	2.2	2.3
Operating Leverage **48**	0.9	1.0	0.9	1.1	0.7	1.3	0.8	0.2	7.9	1.2
Financial Leverage **49**	1.0	1.1	1.1	1.0	0.9	1.2	0.9	1.1	1.0	1.1
Total Leverage **50**	0.8	1.1	1.0	1.1	0.6	1.5	0.7	0.2	7.7	1.3

GARDEN SUPPLIES AND MOBILE HOME DEALERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	11636	193	5074	2372	1393	1365	1146	72	11	3	3	•	4
Revenues ($ in Thousands)														
Net Sales	2	14240258	89601	1003296	1241031	1627163	2782937	3696324	1286217	107565	121396	350102	•	1934624
Portfolio Income	3	169622	•	1933	548	2579	9144	29267	1749	4677	19330	462	•	99932
Other Revenues	4	345168	•	3288	6451	16745	20617	87958	43860	51169	842	7366	•	106874
Total Revenues	5	14755048	89601	1008517	1248030	1646487	2812698	3813549	1331826	163411	141568	357930	•	2141430
Average Total Revenues	6	1268	464	199	526	1182	2061	3328	18498	14856	47189	119310	•	535358
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.6	65.5	60.3	65.4	70.2	73.5	75.2	80.7	76.2	64.7	59.9	•	70.0
Salaries and Wages	8	7.9	0.5	11.2	6.5	8.6	6.8	7.8	5.6	14.8	12.4	11.5	•	8.9
Taxes Paid	9	2.5	4.4	4.1	3.9	2.2	2.2	2.1	1.4	5.3	1.9	2.9	•	2.4
Interest Paid	10	2.0	0.9	0.5	1.3	1.6	1.1	2.4	1.6	8.5	2.3	3.3	•	3.9
Depreciation, Depletion, Amortization	11	1.6	•	0.8	1.5	1.5	1.1	1.4	1.1	5.7	1.2	2.6	•	3.4
Pensions and Other Benefits	12	0.7	•	1.4	0.3	0.7	0.6	0.7	0.6	2.6	0.3	0.6	•	1.0
Other	13	11.1	19.3	14.7	13.0	11.2	8.3	9.9	9.9	20.5	15.2	18.9	•	12.3
Officers Compensation	14	3.3	8.6	5.6	6.6	3.3	4.6	2.7	1.9	3.6	1.1	1.4	•	0.4
Operating Margin	15	•	0.8	1.5	1.6	0.9	2.0	•	•	•	1.0	•	•	•
Oper. Margin Before Officers Compensation	16	2.6	9.4	7.1	8.1	4.2	6.6	0.6	•	•	2.1	0.4	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	89	•	5	7	56	100	212	300	6495	1762	8301	•	102616
Inventories	18	195	•	15	53	158	327	708	3193	2700	3050	21426	•	65921
Net Property, Plant and Equipment	19	178	•	9	58	78	129	374	2411	7334	4662	50410	•	189504
Total Assets	20	641	•	38	155	366	706	1634	7581	19444	23848	93806	•	609471

Notes and Loans Payable **21**	295	•	26	92	184	311	890	3692	9039	8726	44292	•	214643
All Other Liabilities **22**	147	•	11	40	54	169	346	1143	3930	5136	25911	•	159866
Net Worth **23**	199	•	2	23	128	226	399	2746	6475	9987	23602	•	234962

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.7	1.8	1.9	1.6	1.5	1.2	2.2	2.3	1.0	•	1.9
Quick Ratio **25**	0.6	•	0.7	0.6	0.7	0.5	0.5	0.2	1.5	1.5	0.3	•	1.0
Net Sales to Working Capital **26**	8.6	•	20.4	14.3	9.6	11.0	8.7	25.7	1.8	5.9	•	•	3.6
Coverage Ratio **27**	2.5	1.9	4.9	2.6	2.3	3.8	1.5	1.6	2.8	8.8	1.4	•	3.2
Total Asset Turnover **28**	1.9	•	5.2	3.4	3.2	2.9	2.0	2.4	0.5	1.7	1.3	•	0.8
Inventory Turnover **29**	9.0	•	•	•	•	9.2	6.9	9.0	5.5	•	6.5	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	3.0	•	•	•	9.4
Total Liabilities to Net Worth **31**	2.2	•	18.9	5.8	1.9	2.1	3.1	1.8	2.0	1.4	3.0	•	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.9	•	95.0	85.2	65.0	68.0	75.6	63.8	66.7	58.1	74.8	•	61.5
Return on Assets **33**	9.5	•	12.7	11.5	11.8	11.9	6.9	5.8	11.8	33.7	5.7	•	9.8
Return on Equity **34**	14.2	•	•	•	18.2	24.2	6.8	4.9	15.8	•	0.6	•	11.0
Return Before Interest on Equity **35**	30.5	•	•	•	33.7	•	28.5	16.0	•	•	22.7	•	25.3
Profit Margin, Before Income Tax **36**	3.0	0.8	2.0	2.1	2.1	3.0	1.2	0.9	14.9	17.6	1.3	•	8.5
Profit Margin, After Income Tax **37**	2.3	0.8	1.9	2.1	2.0	2.7	0.8	0.8	10.4	17.4	0.1	•	5.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	74.6	74.8	73.8	74.9	72.4	69.7	68.7	69.7	70.5	71.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	0.7	1.0	1.5	1.8	2.6
Average Net Receivables ($) **41**	74	60	66	73	61	70	77	70	95	89
Average Inventories ($) **42**	208	182	180	196	209	210	178	167	200	195
Average Net Worth ($) **43**	109	112	109	130	93	128	134	155	185	199
Current Ratio (x1) **44**	1.5	1.5	1.1	1.5	1.4	1.4	1.6	1.8	1.6	1.6
Quick Ratio (x1) **45**	0.5	0.5	0.4	0.5	0.4	0.4	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	1.4	1.6	1.6	1.4	1.0	1.5	1.5	1.7	1.8	2.5
Asset Turnover (x1) **47**	2.1	2.0	1.8	1.8	1.9	1.7	1.9	2.0	1.9	1.9
Total Liabilities/Net Worth (x1) **48**	3.6	3.2	3.9	3.2	5.0	3.8	3.2	2.3	2.4	2.2
Return on Assets (x1) **49**	8.0	8.1	8.5	6.0	5.4	7.5	8.0	7.5	7.3	9.5
Return on Equity (%) **50**	5.3	7.3	9.1	3.8	•	7.6	6.5	7.4	7.6	14.2

GARDEN SUPPLIES AND MOBILE HOME DEALERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8439	193	3329	1617	1066	1256	902	63	8	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	11443402	89601	765326	837118	1383886	2622124	2926729	1191627	97990	•	•	•	•
Portfolio Income	3	155004	•	1329	•	2331	9073	23250	908	929	•	•	•	•
Other Revenues	4	313701	•	504	6396	8655	20545	71221	43769	50989	•	•	•	•
Total Revenues	5	11912107	89601	767159	843514	1394872	2651742	3021200	1236304	149908	•	•	•	•
Average Total Revenues	6	1412	464	230	522	1309	2111	3349	19624	18738	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	73.2	65.5	59.0	66.8	68.8	73.4	76.2	81.5	74.9	•	•	•	•
Salaries and Wages	8	7.2	0.5	11.0	4.7	9.1	6.7	7.2	5.7	15.8	•	•	•	•
Taxes Paid	9	2.4	4.4	4.3	3.8	2.2	2.1	2.3	1.3	5.8	•	•	•	•
Interest Paid	10	1.7	0.9	0.4	1.0	1.6	1.0	2.1	1.5	5.1	•	•	•	•
Depreciation, Depletion, Amortization	11	1.2	•	0.5	1.7	1.5	1.1	1.2	1.1	6.2	•	•	•	•
Pensions and Other Benefits	12	0.7	•	1.5	0.3	0.7	0.6	0.6	0.4	2.9	•	•	•	•
Other	13	10.2	19.3	13.6	13.0	10.6	8.2	9.0	9.3	22.1	•	•	•	•
Officers Compensation	14	3.3	8.6	5.9	4.7	3.4	4.7	2.6	1.9	3.9	•	•	•	•
Operating Margin	15	0.3	0.8	3.8	4.2	2.2	2.2	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	3.6	9.4	9.7	8.9	5.5	6.9	1.5	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	98	•	5	7	64	108	176	339	169	•	•	•	•
Inventories	18	222	•	18	64	153	337	740	3409	3618	•	•	•	•
Net Property, Plant and Equipment	19	135	•	11	73	72	110	348	2322	9828	•	•	•	•
Total Assets	20	658	•	44	165	369	708	1616	7585	17491	•	•	•	•

Notes and Loans Payable **21**	259	•	29	100	164	316	748	3715	3520	•	•	•	•
All Other Liabilities **22**	154	•	12	36	56	180	331	1109	5204	•	•	•	•
Net Worth **23**	246	•	4	29	149	212	537	2760	8766	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.1	2.0	2.0	1.6	1.5	1.2	1.0	•	•	•	•
Quick Ratio **25**	0.6	•	0.8	0.6	0.9	0.5	0.4	0.2	0.2	•	•	•	•
Net Sales to Working Capital **26**	8.3	•	15.6	11.3	9.4	10.8	8.7	27.4	•	•	•	•	•
Coverage Ratio **27**	3.6	1.9	10.2	6.2	2.9	4.2	2.0	1.9	4.3	•	•	•	•
Total Asset Turnover **28**	2.1	•	5.2	3.2	3.5	3.0	2.0	2.5	0.7	•	•	•	•
Inventory Turnover **29**	8.9	•	•	•	•	9.1	6.7	9.1	5.1	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	11.3	4.7	1.5	2.3	2.0	1.8	1.0	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.7	•	91.9	82.4	59.6	70.0	66.8	63.6	49.9	•	•	•	•
Return on Assets **33**	12.5	•	23.2	18.8	15.9	12.9	8.5	6.9	15.0	•	•	•	•
Return on Equity **34**	19.6	•	•	•	24.8	29.3	10.4	7.9	16.0	•	•	•	•
Return Before Interest on Equity **35**	33.5	•	•	•	•	•	25.6	18.9	30.0	•	•	•	•
Profit Margin, Before Income Tax **36**	4.4	0.8	4.1	5.0	3.0	3.3	2.1	1.3	16.4	•	•	•	•
Profit Margin, After Income Tax **37**	3.6	0.8	4.0	5.0	2.9	3.0	1.7	1.2	11.5	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.5	74.4	73.4	75.1	72.8	69.8	66.8	71.1	71.5	73.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.4	0.3
Oper. Margin Before Officers Comp. (%) **40**	2.1	0.6	1.2	1.2	3.0	3.0	2.6	2.8	3.0	3.6
Average Net Receivables ($) **41**	80	67	101	107	88	87	103	105	142	98
Average Inventories ($) **42**	237	198	260	210	239	208	192	225	278	222
Average Net Worth ($) **43**	170	146	208	189	168	169	228	229	302	246
Current Ratio (×1) **44**	1.6	1.6	1.5	1.6	1.8	1.5	1.8	1.8	1.7	1.7
Quick Ratio (×1) **45**	0.5	0.5	0.5	0.6	0.5	0.4	0.7	0.6	0.6	0.6
Coverage Ratio (×1) **46**	2.4	2.6	3.1	2.4	2.5	2.8	2.6	3.0	3.3	3.6
Asset Turnover (×1) **47**	2.2	2.1	2.1	2.0	1.9	1.8	1.8	2.1	2.0	2.1
Operating Leverage **48**	6.3	2.7	0.7	1.1	0.1	3.4	1.3	1.1	•	0.8
Financial Leverage **49**	1.0	1.1	1.1	0.9	1.1	1.1	0.9	1.1	1.0	1.1
Total Leverage **50**	6.0	2.9	0.8	1.0	0.1	3.6	1.2	1.2	•	0.8

General Merchandise Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9064	166	2735	1931	1865	1226	857	99	69	29	21	24	41
Revenues ($ in Thousands)														
Net Sales	2	333024180	9247597	823928	1341892	1839035	2794649	4373206	1431436	3216589	2715321	3590285	7489200	294161042
Portfolio Income	3	8130424	118356	•	4370	2985	7393	24646	19497	24332	29134	25558	92126	7782028
Other Revenues	4	9559417	437378	19174	48134	9921	16302	36494	21244	64152	24402	56188	163112	8662915
Total Revenues	5	350714021	9803331	843102	1394396	1851941	2818344	4434346	1472177	3305073	2768857	3672031	7744438	310605985
Average Total Revenues	6	38693	59056	308	722	993	2299	5174	14870	47900	95478	174859	322685	7575756
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.5	65.7	83.7	68.0	69.5	68.6	70.2	66.9	72.1	70.5	70.5	68.5	69.5
Salaries and Wages	8	11.8	15.7	2.9	13.0	8.3	10.5	10.7	13.1	11.8	12.1	12.5	12.5	11.7
Taxes Paid	9	2.0	2.8	1.2	2.0	2.1	1.8	2.4	2.1	1.7	1.9	1.8	2.1	2.0
Interest Paid	10	2.0	6.1	0.5	0.4	1.1	0.6	0.5	1.1	1.1	1.0	1.4	1.4	2.0
Depreciation, Depletion, Amortization	11	2.0	2.5	0.4	0.8	0.9	0.8	0.8	1.7	1.3	1.2	1.4	1.8	2.0
Pensions and Other Benefits	12	1.3	1.3	0.2	0.6	0.5	0.5	0.9	0.7	0.6	1.1	1.0	1.1	1.3
Other	13	13.4	13.7	11.6	17.2	12.6	12.0	11.4	20.3	14.0	12.5	12.0	14.7	13.4
Officers Compensation	14	0.3	0.4	2.9	4.1	5.6	3.9	2.6	1.3	0.8	0.6	0.8	0.5	0.1
Operating Margin	15	•	•	•	•	•	1.4	0.7	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	5.1	5.3	3.3	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	5448	•	1	6	15	76	263	575	2368	4932	7087	20651	1171091
Inventories	18	5865	•	31	72	212	305	832	3252	6504	13795	32838	55980	1176900
Net Property, Plant and Equipment	19	6921	•	11	26	51	119	260	1297	4289	9107	18873	44556	1464142
Total Assets	20	29789	•	61	147	346	686	1885	7135	16536	36002	70009	161184	6298229

Notes and Loans Payable **21**	6664	•	49	43	142	206	327	1980	5993	8092	21081	45765	1390313
All Other Liabilities **22**	13704	•	7	33	63	181	401	2852	4910	11551	22971	60564	2940527
Net Worth **23**	9421	•	5	72	141	299	1158	2304	5633	16360	25957	54854	1967390

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	8.0	3.3	3.2	2.6	3.3	1.7	1.9	1.9	1.8	1.9	1.6
Quick Ratio **25**	0.9	•	2.5	0.9	0.7	0.8	1.3	0.5	0.7	0.6	0.4	0.6	0.9
Net Sales to Working Capital **26**	6.4	•	7.6	9.0	5.3	7.3	5.2	7.4	9.3	8.8	8.7	7.4	6.1
Coverage Ratio **27**	2.4	0.7	•	•	1.2	5.0	5.2	•	0.4	2.2	1.6	1.6	2.6
Total Asset Turnover **28**	1.2	•	4.9	4.7	2.9	3.3	2.7	2.0	2.8	2.6	2.5	1.9	1.1
Inventory Turnover **29**	8.7	•	•	•	6.5	•	8.6	6.0	•	9.6	7.4	7.6	8.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	11.5	1.1	1.5	1.3	0.6	2.1	1.9	1.2	1.7	1.9	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.4	•	92.0	51.3	59.3	56.4	38.6	67.7	65.9	54.6	62.9	66.0	68.8
Return on Assets **33**	6.0	•	•	•	3.8	9.3	6.9	•	1.2	5.4	5.4	4.4	5.9
Return on Equity **34**	6.7	•	•	•	0.5	16.5	6.3	•	•	2.3	2.6	1.4	7.3
Return Before Interest on Equity **35**	18.8	•	•	•	9.2	21.4	11.3	•	3.6	11.8	14.5	13.0	18.9
Profit Margin, Before Income Tax **36**	2.8	•	•	•	0.3	2.3	2.1	•	•	1.1	0.8	0.9	3.2
Profit Margin, After Income Tax **37**	1.7	•	•	•	•	2.2	1.4	•	•	0.4	0.4	0.3	2.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	64.1	63.9	64.7	65.0	64.5	65.4	65.2	66.6	68.0	69.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	3636	4467	5317	6877	5691	7894	8400	5981	7036	5448
Average Inventories ($) **42**	2709	3071	3397	3899	3734	4661	5973	4972	6108	5865
Average Net Worth ($) **43**	3720	4648	4790	5802	4785	6269	7976	7045	10382	9421
Current Ratio (x1) **44**	1.4	1.5	1.4	1.2	1.4	1.3	1.3	1.3	1.5	1.6
Quick Ratio (x1) **45**	0.8	0.8	0.8	0.7	0.8	0.7	0.8	0.7	0.8	0.9
Coverage Ratio (x1) **46**	1.7	1.8	1.9	1.6	1.6	1.5	1.5	1.6	1.8	2.4
Asset Turnover (x1) **47**	1.1	1.1	1.1	1.0	1.1	1.1	1.0	1.0	1.1	1.2
Total Liabilities/Net Worth (x1) **48**	2.5	2.5	2.9	3.2	3.3	3.4	3.6	3.3	2.5	2.2
Return on Assets (x1) **49**	7.1	7.2	8.0	7.9	7.8	6.9	6.3	5.7	5.2	6.0
Return on Equity (%) **50**	6.1	5.8	9.0	7.9	7.2	4.3	5.0	4.9	4.4	6.7

General Merchandise Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4981	22	984	964	1258	895	679	50	53	17	12	15	33
Revenues ($ in Thousands)														
Net Sales	2	308632408	2913609	646132	510465	1304297	2257476	4005363	604264	2632789	2031515	2033808	4014759	285677932
Portfolio Income	3	7707613	12609	•	607	2631	6065	23508	11565	17604	22625	16944	46222	7547234
Other Revenues	4	8769287	101341	8620	375	9294	9980	30543	5408	33208	13569	34531	79996	8442421
Total Revenues	5	325109308	3027559	654752	511447	1316222	2273521	4059414	621237	2683601	2067709	2085283	4140977	301667587
Average Total Revenues	6	65270	137616	665	531	1046	2540	5979	12425	50634	121630	173774	276065	9141442
Operating Costs/Operating Income (%)														
Cost of Operations	7	69.5	67.8	86.3	55.2	66.6	68.0	70.2	67.0	72.5	71.1	66.7	66.0	69.6
Salaries and Wages	8	11.7	15.4	2.0	12.4	9.1	10.1	10.4	12.6	11.0	11.8	13.5	13.4	11.7
Taxes Paid	9	2.0	2.8	0.6	2.2	2.2	1.7	2.2	1.7	1.5	1.7	2.1	2.3	2.0
Interest Paid	10	1.9	3.7	•	0.2	0.6	0.4	0.4	0.8	1.1	0.8	1.2	1.8	2.0
Depreciation, Depletion, Amortization	11	2.0	1.7	0.1	1.1	0.7	0.6	0.8	0.8	1.4	1.1	1.6	1.8	2.0
Pensions and Other Benefits	12	1.2	•	0.2	0.5	0.5	0.5	1.0	0.8	0.5	1.4	1.2	1.1	1.3
Other	13	13.1	7.6	6.8	20.9	13.1	11.8	10.5	10.9	11.2	10.5	12.2	12.2	13.3
Officers Compensation	14	0.2	0.5	2.4	6.2	5.6	4.4	2.5	2.3	0.7	0.6	1.2	0.4	0.1
Operating Margin	15	•	0.6	1.7	1.5	1.8	2.5	2.2	3.2	0.2	1.2	0.4	1.1	•
Oper. Margin Before Officers Compensation	16	•	1.0	4.1	7.7	7.4	6.9	4.7	5.5	0.8	1.7	1.6	1.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	9500	•	1	1	21	99	317	727	2777	6121	9832	24404	1400440
Inventories	18	9926	•	23	69	201	307	874	3211	6177	15184	35021	55402	1401061
Net Property, Plant and Equipment	19	11897	•	2	20	39	110	298	602	4993	8966	16413	38801	1747303
Total Assets	20	51931	•	61	127	339	708	2050	7056	17246	38714	73283	151932	7604519

Notes and Loans Payable **21**	11139	•	39	26	96	147	183	984	5444	7070	20720	42995	1627136
All Other Liabilities **22**	23964	•	15	40	75	178	436	1257	4389	12901	22499	39127	3557297
Net Worth **23**	16827	•	8	61	168	384	1431	4815	7413	18743	30064	69810	2420087

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	4.5	2.4	2.7	3.1	3.5	4.1	1.8	2.1	2.2	2.2	1.5
Quick Ratio **25**	0.9	•	2.5	0.7	0.7	1.1	1.4	1.5	0.7	0.7	0.5	0.7	0.9
Net Sales to Working Capital **26**	6.3	•	16.2	9.3	6.1	6.6	5.4	3.0	10.5	8.9	6.1	5.4	6.2
Coverage Ratio **27**	2.8	2.2	•	8.3	5.8	8.6	10.0	8.3	2.9	4.6	3.4	3.4	2.7
Total Asset Turnover **28**	1.2	•	10.7	4.2	3.1	3.6	2.9	1.7	2.9	3.1	2.3	1.8	1.1
Inventory Turnover **29**	8.7	•	•	8.5	6.9	•	9.5	5.1	•	•	6.5	6.4	8.6
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	7.1	1.1	1.0	0.9	0.4	0.5	1.3	1.1	1.4	1.2	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.6	•	87.7	51.9	50.4	45.8	30.2	31.8	57.0	51.6	59.0	54.1	68.2
Return on Assets **33**	6.3	•	32.5	7.9	10.0	13.1	11.3	11.6	9.2	11.6	9.5	10.6	6.1
Return on Equity **34**	8.1	•	•	13.5	15.2	20.7	11.6	14.3	10.9	12.8	12.2	12.0	7.7
Return Before Interest on Equity **35**	19.4	•	•	16.3	20.1	24.1	16.2	17.0	21.3	24.0	23.2	23.1	19.0
Profit Margin, Before Income Tax **36**	3.4	4.5	3.0	1.7	2.7	3.2	3.5	6.0	2.1	2.9	2.9	4.3	3.4
Profit Margin, After Income Tax **37**	2.2	4.4	3.0	1.6	2.5	3.2	2.8	5.7	1.6	2.0	2.2	3.1	2.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.8	63.5	64.9	64.7	64.2	65.1	65.0	69.6	68.0	69.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	1.4	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	1.7	•	•
Average Net Receivables ($) **41**	6588	7454	7136	9458	9375	12598	14033	2852	11012	9500
Average Inventories ($) **42**	4675	5159	4854	4770	5632	6515	9064	7567	8754	9926
Average Net Worth ($) **43**	6677	8426	7142	8130	8689	11238	15217	8225	16538	16827
Current Ratio (×1) **44**	1.4	1.4	1.3	1.3	1.4	1.3	1.3	1.5	1.6	1.6
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.8	0.9	0.7	0.8	0.5	0.9	0.9
Coverage Ratio (×1) **46**	1.8	2.2	2.2	2.0	2.0	2.0	1.9	3.6	2.2	2.8
Asset Turnover (×1) **47**	1.1	1.1	1.2	1.0	1.1	1.1	1.0	1.9	1.1	1.2
Operating Leverage **48**	1.8	0.7	0.5	1.5	1.2	1.2	1.1	•	•	0.9
Financial Leverage **49**	0.9	1.2	1.1	1.0	1.0	1.0	1.0	1.6	0.7	1.2
Total Leverage **50**	1.6	0.9	0.5	1.4	1.2	1.2	1.0	•	•	1.0

Grocery Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	39904	3352	14938	9682	5509	3322	2494	236	156	73	52	34	55
Revenues ($ in Thousands)														
Net Sales	2	341005326	1263511	4955341	9371071	11709070	14168219	25395223	8697951	12610936	12362743	15969663	20857319	203644279
Portfolio Income	3	946768	42687	9053	2974	15383	36432	58307	6672	24659	31077	27500	35754	656275
Other Revenues	4	5054865	29629	57766	89369	100653	115695	238529	114913	195057	161430	262707	278168	3410945
Total Revenues	5	347006959	1335827	5022160	9463414	11825106	14320346	25692059	8819536	12830652	12555250	16259870	21171241	207711499
Average Total Revenues	6	8696	399	336	977	2147	4311	10302	37371	82248	171990	312690	622684	3776573
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.1	80.9	76.8	78.3	78.9	78.5	80.0	80.6	79.0	78.3	78.5	75.9	74.5
Salaries and Wages	8	10.0	6.6	6.0	6.4	7.6	8.1	7.6	8.2	8.8	9.9	9.6	10.2	11.0
Taxes Paid	9	1.5	2.7	1.6	2.0	1.5	1.5	1.3	1.2	1.4	1.4	1.5	1.4	1.5
Interest Paid	10	1.0	0.4	0.5	0.4	0.5	0.5	0.6	0.6	0.5	0.5	0.6	0.8	1.3
Depreciation, Depletion, Amortization	11	1.6	0.8	1.2	0.8	1.0	0.9	1.1	1.1	1.2	1.2	1.5	1.6	1.9
Pensions and Other Benefits	12	1.5	0.5	0.2	0.4	0.4	0.5	0.7	1.0	1.1	1.2	1.2	1.9	1.9
Other	13	8.0	12.0	12.4	9.5	8.4	8.7	8.2	7.8	8.1	8.0	7.2	8.4	7.8
Officers Compensation	14	0.5	1.3	3.5	2.4	1.9	1.6	0.8	0.6	0.5	0.5	0.4	0.2	0.1
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.3	•	1.5	2.2	1.9	1.4	0.5	•	•	•	•	•	0.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	175	•	1	6	20	52	102	376	1450	2451	5407	8820	96062
Inventories	18	555	•	20	62	121	234	538	1948	3944	7464	16189	33191	270393
Net Property, Plant and Equipment	19	1090	•	14	32	109	222	729	2879	5977	16614	33569	78213	592172
Total Assets	20	2471	•	47	154	349	717	1936	6838	15716	36369	72241	166908	1293253

Notes and Loans Payable **21**	1006	•	32	61	160	309	770	2928	5349	11294	22015	54514	543882
All Other Liabilities **22**	908	•	9	33	84	180	473	2303	4968	12277	24068	61837	508787
Net Worth **23**	556	•	5	60	106	227	693	1607	5399	12798	26159	50557	240583

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.3	2.2	2.1	1.9	1.6	1.1	1.2	1.2	1.3	1.3	1.1
Quick Ratio **25**	0.4	•	0.6	0.7	0.8	0.7	0.6	0.4	0.5	0.5	0.5	0.5	0.4
Net Sales to Working Capital **26**	•	•	22.1	18.2	19.6	22.6	28.4	•	•	•	40.4	40.3	•
Coverage Ratio **27**	2.6	2.3	•	3.1	3.2	2.8	2.6	1.6	3.4	2.2	3.5	2.6	2.6
Total Asset Turnover **28**	3.5	•	7.1	6.3	6.1	6.0	5.3	5.4	5.2	4.7	4.3	3.7	2.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.5	•	7.6	1.6	2.3	2.2	1.8	3.3	1.9	1.9	1.8	2.3	4.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	77.5	•	88.4	61.1	69.7	68.3	64.2	76.5	65.7	64.8	63.8	69.7	81.4
Return on Assets **33**	8.8	•	•	7.7	8.7	8.0	7.3	4.6	8.7	5.3	8.5	7.4	9.4
Return on Equity **34**	15.8	•	•	12.3	18.4	14.7	10.4	5.7	14.4	5.6	12.9	8.9	19.3
Return Before Interest on Equity **35**	•	•	•	19.7	28.8	25.3	20.5	19.5	25.3	14.9	23.6	24.3	•
Profit Margin, Before Income Tax **36**	1.6	0.6	•	0.8	1.0	0.9	0.9	0.3	1.2	0.6	1.4	1.2	2.0
Profit Margin, After Income Tax **37**	1.0	0.4	•	0.8	0.9	0.8	0.7	0.3	1.0	0.4	1.1	0.7	1.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.7	77.4	77.2	77.5	77.5	77.0	76.8	76.7	76.2	76.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.2	•	•	•	•	•	•	•	•	0.3
Average Net Receivables ($) **41**	136	138	143	124	315	160	161	169	186	175
Average Inventories ($) **42**	524	459	521	495	563	557	591	621	596	555
Average Net Worth ($) **43**	685	596	616	397	624	405	480	528	545	556
Current Ratio (x1) **44**	1.4	1.3	1.3	1.2	1.3	1.0	1.2	1.2	1.1	1.2
Quick Ratio (x1) **45**	0.5	0.4	0.4	0.4	0.5	0.3	0.4	0.4	0.4	0.4
Coverage Ratio (x1) **46**	3.0	3.1	2.0	1.5	1.5	1.9	1.9	1.9	2.2	2.6
Asset Turnover (x1) **47**	4.3	4.4	3.8	3.6	3.2	3.5	3.6	3.6	3.3	3.5
Total Liabilities/Net Worth (x1) **48**	1.8	2.0	2.7	4.4	3.5	5.1	4.3	4.1	4.0	3.5
Return on Assets (x1) **49**	8.2	8.2	7.8	6.5	8.0	9.7	8.4	7.7	7.5	8.8
Return on Equity (%) **50**	8.4	9.2	8.3	5.8	6.6	17.7	13.4	11.6	13.5	15.8

GROCERY STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	23017	816	7233	6745	3708	2335	1684	194	135	•	42	•	41
Revenues ($ in Thousands)														
Net Sales	2	290237852	573949	2191275	6604294	7629386	10628007	17597767	6851557	11128174	•	13612396	•	186868375
Portfolio Income	3	873150	39280	8361	2355	10443	33126	53973	4870	20497	•	26716	•	615779
Other Revenues	4	4383278	25155	23910	59793	77234	85973	161104	97112	148246	•	230668	•	3168924
Total Revenues	5	295494280	638384	2223546	6666442	7717063	10747106	17812844	6953539	11296917	•	13869780	•	190653078
Average Total Revenues	6	12838	782	307	988	2081	4603	10578	35843	83681	•	330233	•	4650075
Operating Costs/Operating Income (%)														
Cost of Operations	7	76.0	80.2	74.3	78.7	78.1	78.3	79.8	80.7	80.0	•	79.1	•	74.7
Salaries and Wages	8	10.0	6.8	6.3	5.5	7.2	7.9	7.5	8.4	8.4	•	9.4	•	10.9
Taxes Paid	9	1.5	1.3	1.6	2.2	1.5	1.4	1.3	1.2	1.3	•	1.4	•	1.5
Interest Paid	10	0.9	0.5	0.5	0.4	0.4	0.4	0.5	0.5	0.5	•	0.5	•	1.1
Depreciation, Depletion, Amortization	11	1.6	0.9	1.1	0.7	0.9	0.9	1.1	1.0	1.1	•	1.4	•	1.8
Pensions and Other Benefits	12	1.6	0.7	0.2	0.3	0.3	0.5	0.7	0.8	1.0	•	1.2	•	2.0
Other	13	7.6	9.6	11.8	8.8	8.1	8.5	7.6	7.4	7.2	•	6.6	•	7.6
Officers Compensation	14	0.4	0.6	3.0	2.6	2.1	1.5	0.9	0.6	0.6	•	0.4	•	0.1
Operating Margin	15	0.4	•	1.4	0.9	1.6	0.8	0.7	•	•	•	•	•	0.3
Oper. Margin Before Officers Compensation	16	0.8	•	4.3	3.5	3.6	2.2	1.6	0.1	0.5	•	0.5	•	0.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	273	•	1	4	10	61	104	394	1484	•	5745	•	121833
Inventories	18	820	•	16	63	124	242	526	1947	4032	•	15697	•	329891
Net Property, Plant and Equipment	19	1646	•	14	30	90	178	717	2784	6032	•	33163	•	726432
Total Assets	20	3642	•	47	157	348	704	1942	6797	15594	•	72506	•	1540128

Notes and Loans Payable **21**	1347	•	27	53	130	202	632	2530	4676	•	17665	•	600242
All Other Liabilities **22**	1349	•	8	25	77	190	409	1870	4986	•	23664	•	614973
Net Worth **23**	946	•	12	79	141	311	902	2397	5932	•	31177	•	324913

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.2	2.8	2.4	2.0	2.0	1.6	1.3	•	1.3	•	1.1
Quick Ratio **25**	0.4	•	0.7	1.0	0.9	0.8	0.8	0.6	0.5	•	0.5	•	0.4
Net Sales to Working Capital **26**	49.3	•	21.7	15.2	16.2	20.8	21.7	29.3	•	•	43.5	•	•
Coverage Ratio **27**	3.4	•	6.8	5.8	8.2	5.8	5.2	3.1	4.2	•	5.2	•	3.1
Total Asset Turnover **28**	3.5	•	6.5	6.3	5.9	6.5	5.4	5.2	5.3	•	4.5	•	3.0
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.9	•	2.9	1.0	1.5	1.3	1.2	1.8	1.6	•	1.3	•	3.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	74.0	•	74.6	49.7	59.5	55.8	53.6	64.7	62.0	•	57.0	•	78.9
Return on Assets **33**	10.6	•	21.6	13.8	18.2	14.5	12.9	8.1	10.2	•	10.7	•	10.2
Return on Equity **34**	20.9	•	•	21.4	37.7	25.4	20.0	14.4	16.8	•	16.1	•	21.3
Return Before Interest on Equity **35**	•	•	•	27.3	•	32.8	27.7	22.9	26.9	•	24.9	•	•
Profit Margin, Before Income Tax **36**	2.2	10.8	2.8	1.8	2.7	1.9	1.9	1.1	1.5	•	1.9	•	2.3
Profit Margin, After Income Tax **37**	1.6	10.3	2.7	1.7	2.6	1.7	1.7	1.0	1.2	•	1.6	•	1.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	77.5	77.1	77.6	78.4	77.6	76.7	76.5	76.6	76.3	76.0
Operating Margin (%) **39**	0.1	•	0.1	0.3	•	•	•	•	0.3	0.4
Oper. Margin Before Officers Comp. (%) **40**	0.6	0.3	0.6	1.0	0.4	0.3	0.4	0.5	0.7	0.8
Average Net Receivables ($) **41**	205	218	195	104	437	247	249	263	298	273
Average Inventories ($) **42**	788	668	678	478	698	815	871	895	880	820
Average Net Worth ($) **43**	1090	984	862	693	1268	727	963	1003	1080	946
Current Ratio (×1) **44**	1.3	1.3	1.3	1.4	1.5	1.0	1.2	1.2	1.1	1.2
Quick Ratio (×1) **45**	0.4	0.5	0.5	0.5	0.7	0.3	0.4	0.4	0.4	0.4
Coverage Ratio (×1) **46**	4.2	4.3	3.3	4.6	2.6	2.6	2.7	2.8	3.5	3.4
Asset Turnover (×1) **47**	4.3	4.3	4.3	4.3	3.3	3.5	3.6	3.5	3.4	3.5
Operating Leverage **48**	0.6	•	•	2.9	•	1.9	0.0	•	6.6	1.4
Financial Leverage **49**	0.9	1.1	1.0	1.2	0.8	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**	0.6	•	•	3.5	•	1.8	0.0	•	7.3	1.4

OTHER FOOD STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	33660	2192	20941	6970	1824	964	649	52	45	7	8	7	•
Revenues ($ in Thousands)														
Net Sales	2	27029956	195308	4116995	4279863	2530436	3460735	5540995	944912	1834014	725463	599417	2801818	•
Portfolio Income	3	113362	235	14331	27862	3767	2038	10650	4122	4408	7089	10176	28684	•
Other Revenues	4	283908	925	24788	39372	8258	21967	74259	10678	16240	10936	1919	74567	•
Total Revenues	5	27427226	196468	4156114	4347097	2542461	3484740	5625904	959712	1854662	743488	611512	2905069	•
Average Total Revenues	6	815	90	198	624	1394	3615	8669	18456	41215	106213	76439	415010	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.2	65.9	58.5	64.6	66.9	71.3	71.9	47.2	74.6	63.4	61.5	54.9	•
Salaries and Wages	8	11.5	11.2	10.2	11.1	11.0	9.4	9.8	22.2	8.8	12.9	11.7	17.8	•
Taxes Paid	9	2.3	3.7	3.0	2.6	2.2	1.7	1.9	2.7	1.4	2.5	1.6	2.5	•
Interest Paid	10	1.0	2.9	0.6	1.0	0.8	0.5	0.5	1.1	0.8	1.8	3.7	2.5	•
Depreciation, Depletion, Amortization	11	1.9	1.8	2.2	2.1	1.6	1.2	1.3	2.2	1.7	1.6	4.0	3.1	•
Pensions and Other Benefits	12	0.8	0.9	0.4	0.7	0.6	0.6	0.5	1.2	0.6	3.1	1.1	1.5	•
Other	13	15.6	44.2	21.4	16.4	12.7	13.1	12.9	18.6	10.2	15.6	16.8	17.1	•
Officers Compensation	14	2.7	2.3	5.6	4.2	2.8	1.7	1.4	4.1	1.2	2.0	1.0	0.8	•
Operating Margin	15	•	•	•	•	1.5	0.6	•	0.7	0.8	•	•	•	•
Oper. Margin Before Officers Compensation	16	1.9	•	3.7	1.5	4.3	2.3	1.2	4.8	2.0	•	•	0.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	21	•	1	14	8	103	306	416	1924	5238	3508	15334	•
Inventories	18	42	•	8	23	61	148	502	578	2033	6487	5290	40637	•
Net Property, Plant and Equipment	19	94	•	16	63	154	214	635	3503	6267	8864	25636	110147	•
Total Assets	20	237	•	39	152	330	660	1882	6760	15476	31564	70338	258172	•

Notes and Loans Payable **21**	119	•	36	100	190	332	682	1957	5329	7424	35015	111228	•
All Other Liabilities **22**	62	•	7	41	59	199	750	2799	4346	8451	11160	56176	•
Net Worth **23**	55	•	-4	10	81	129	450	2004	5801	15689	24163	90769	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.9	1.1	1.5	1.4	1.2	0.7	1.4	1.6	1.2	1.4	•
Quick Ratio **25**	0.6	•	0.8	0.6	0.8	0.7	0.6	0.2	0.9	0.8	0.5	0.4	•
Net Sales to Working Capital **26**	36.3	•	24.4	•	29.7	38.3	48.5	•	19.6	15.9	30.4	21.3	•
Coverage Ratio **27**	1.7	•	•	•	3.4	3.3	3.6	3.1	3.4	0.8	1.2	2.5	•
Total Asset Turnover **28**	3.4	•	5.1	4.1	4.2	5.4	4.5	2.7	2.6	3.3	1.1	1.6	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.3	•	•	14.0	3.1	4.1	3.2	2.4	1.7	1.0	1.9	1.9	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.6	•	•	93.3	75.4	80.5	76.1	70.4	62.5	50.3	65.7	64.9	•
Return on Assets **33**	5.7	•	•	•	11.9	9.6	8.4	9.0	7.2	4.8	4.5	9.6	•
Return on Equity **34**	5.3	•	•	•	33.7	33.6	20.3	20.3	9.8	•	•	10.9	•
Return Before Interest on Equity **35**	24.1	•	20.8	•	•	•	•	30.4	19.1	9.6	13.2	27.4	•
Profit Margin, Before Income Tax **36**	0.7	•	•	•	2.0	1.2	1.3	2.3	1.9	•	0.6	3.7	•
Profit Margin, After Income Tax **37**	0.4	•	•	•	2.0	1.2	1.1	2.2	1.4	•	•	2.5	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.2	67.5	69.7	69.3	69.6	68.8	68.6	67.8	67.0	65.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.3	1.1	1.2	0.8	0.8	1.0	1.1	1.2	1.8	1.9
Average Net Receivables ($) **41**	20	23	20	27	21	24	21	18	17	21
Average Inventories ($) **42**	37	39	37	35	35	39	41	38	39	42
Average Net Worth ($) **43**	62	60	55	49	46	40	43	47	56	55
Current Ratio (x1) **44**	1.3	1.3	1.3	1.2	1.2	1.2	1.1	1.3	1.4	1.3
Quick Ratio (x1) **45**	0.6	0.7	0.6	0.6	0.6	0.6	0.5	0.6	0.6	0.6
Coverage Ratio (x1) **46**	1.3	1.0	1.4	1.1	1.0	0.9	0.9	1.1	1.8	1.7
Asset Turnover (x1) **47**	4.1	3.4	3.6	3.5	3.5	3.6	3.6	3.9	3.5	3.4
Total Liabilities/Net Worth (x1) **48**	2.4	2.9	2.8	3.7	4.2	4.7	4.4	3.3	2.8	3.3
Return on Assets (x1) **49**	4.9	3.7	5.0	3.9	4.4	4.0	4.3	4.8	5.8	5.7
Return on Equity (%) **50**	•	•	0.9	•	•	•	•	•	5.9	5.3

Other Food Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13205	•	7482	3351	1204	678	403	40	34	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	16862982	•	1926926	1664319	2201195	2388018	3806022	551237	1635709	•	•	•	•
Portfolio Income	3	83196	•	11997	20385	2059	1392	9885	3940	4140	•	•	•	•
Other Revenues	4	191826	•	19387	13971	8191	19795	56244	5284	16152	•	•	•	•
Total Revenues	5	17138004	•	1958310	1698675	2211445	2409205	3872151	560461	1656001	•	•	•	•
Average Total Revenues	6	1298	•	262	507	1837	3553	9608	14012	48706	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	63.0	•	61.0	53.2	67.7	66.6	68.5	32.2	77.1	•	•	•	•
Salaries and Wages	8	12.0	•	7.4	13.6	10.8	10.6	11.4	27.6	7.4	•	•	•	•
Taxes Paid	9	2.2	•	2.1	3.3	2.2	1.9	2.2	2.7	1.4	•	•	•	•
Interest Paid	10	0.9	•	0.4	1.2	0.6	0.4	0.4	1.4	0.8	•	•	•	•
Depreciation, Depletion, Amortization	11	1.8	•	1.6	2.7	1.3	1.1	1.2	3.1	1.6	•	•	•	•
Pensions and Other Benefits	12	0.7	•	0.4	1.0	0.6	0.8	0.6	0.7	0.5	•	•	•	•
Other	13	14.9	•	19.1	17.6	11.9	15.1	13.3	21.1	8.6	•	•	•	•
Officers Compensation	14	2.5	•	4.3	6.0	2.5	2.1	1.5	6.3	1.3	•	•	•	•
Operating Margin	15	2.0	•	3.7	1.6	2.5	1.5	1.1	5.1	1.3	•	•	•	•
Oper. Margin Before Officers Compensation	16	4.5	•	8.0	7.5	5.0	3.6	2.6	11.3	2.7	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	35	•	1	9	8	117	256	456	2444	•	•	•	•
Inventories	18	67	•	9	18	73	143	575	485	1507	•	•	•	•
Net Property, Plant and Equipment	19	149	•	13	67	142	194	661	3587	6620	•	•	•	•
Total Assets	20	390	•	41	151	340	673	2088	6931	15389	•	•	•	•

Notes and Loans Payable **21**	140	•	19	72	158	288	392	1985	5163	•	•	•	•
All Other Liabilities **22**	97	•	8	15	78	208	855	2535	4173	•	•	•	•
Net Worth **23**	153	•	14	65	103	178	842	2411	6052	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	2.3	2.7	1.5	1.5	1.4	0.7	1.4	•	•	•	•
Quick Ratio **25**	0.7	•	1.2	1.6	0.8	0.8	0.7	0.3	0.9	•	•	•	•
Net Sales to Working Capital **26**	23.8	•	21.0	14.7	35.6	30.9	24.5	•	27.4	•	•	•	•
Coverage Ratio **27**	5.2	•	14.3	4.1	5.7	7.7	9.3	5.7	4.4	•	•	•	•
Total Asset Turnover **28**	3.3	•	6.3	3.3	5.4	5.2	4.5	2.0	3.1	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	2.0	1.3	2.3	2.8	1.5	1.9	1.6	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.8	•	66.5	57.1	69.6	73.6	59.7	65.2	60.7	•	•	•	•
Return on Assets **33**	14.6	•	36.1	15.8	19.2	14.3	14.5	16.1	10.4	•	•	•	•
Return on Equity **34**	26.2	•	•	26.3	•	•	27.7	38.0	15.6	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	26.4	•	•	•	•
Profit Margin, Before Income Tax **36**	3.6	•	5.4	3.6	2.9	2.4	2.9	6.7	2.6	•	•	•	•
Profit Margin, After Income Tax **37**	3.1	•	5.1	3.4	2.9	2.3	2.5	6.7	2.0	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.3	68.2	69.3	67.8	71.2	70.3	69.5	67.6	66.9	63.0
Operating Margin (%) **39**	0.9	1.0	0.4	1.1	0.6	1.4	1.1	1.0	1.6	2.0
Oper. Margin Before Officers Comp. (%) **40**	3.1	3.5	3.2	4.0	3.0	3.4	3.1	3.5	3.8	4.5
Average Net Receivables ($) **41**	31	44	32	35	32	41	34	33	29	35
Average Inventories ($) **42**	59	71	61	48	50	57	57	66	64	67
Average Net Worth ($) **43**	126	134	137	109	111	112	99	129	128	153
Current Ratio (×1) **44**	1.4	1.5	1.6	1.6	1.6	1.5	1.4	1.6	1.6	1.5
Quick Ratio (×1) **45**	0.7	0.8	0.8	0.9	0.9	0.8	0.7	0.8	0.8	0.7
Coverage Ratio (×1) **46**	4.6	4.3	5.0	5.6	4.3	4.2	2.9	3.8	4.8	5.2
Asset Turnover (×1) **47**	4.4	3.5	3.9	3.7	4.2	4.2	3.8	3.5	3.8	3.3
Operating Leverage **48**	0.8	1.1	0.4	2.7	0.5	2.5	0.8	0.9	1.6	1.2
Financial Leverage **49**	1.0	1.0	1.1	1.1	0.9	1.0	0.9	1.1	1.1	1.0
Total Leverage **50**	0.7	1.1	0.5	2.9	0.5	2.5	0.7	1.0	1.7	1.3

MOTOR VEHICLE DEALERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	43905	2885	9636	4744	3835	3483	13248	4132	1668	209	48	13	4
Revenues ($ in Thousands)														
Net Sales	2	472681027	1750928	3611604	3744078	4390617	10999729	167302419	129751309	101689982	26749903	9765010	6365371	6560078
Portfolio Income	3	1346237	15379	29927	33028	43730	37353	385647	221319	280877	128357	102851	27804	39962
Other Revenues	4	7114790	40468	566443	38959	59270	162807	1996170	1806505	1528475	494866	203786	109446	107598
Total Revenues	5	481142054	1806775	4207974	3816065	4493617	11199889	169684236	131779133	103499334	27373126	10071647	6502621	6707638
Average Total Revenues	6	10959	626	437	804	1172	3216	12808	31892	62050	130972	209826	500202	1676910
Operating Costs/Operating Income (%)														
Cost of Operations	7	88.6	88.4	86.0	80.4	82.7	88.1	88.8	88.4	88.7	89.2	86.4	88.8	96.5
Salaries and Wages	8	4.4	3.9	2.5	5.3	4.3	3.9	4.1	4.6	4.7	4.4	5.4	3.9	1.4
Taxes Paid	9	0.8	0.9	1.5	1.7	1.4	0.9	0.8	0.8	0.8	0.7	0.9	0.7	0.3
Interest Paid	10	0.7	0.6	1.0	1.2	1.1	0.8	0.7	0.6	0.6	0.8	1.2	0.8	0.8
Depreciation, Depletion, Amortization	11	0.5	0.4	0.5	0.8	0.7	0.3	0.4	0.5	0.6	0.9	1.8	1.2	0.3
Pensions and Other Benefits	12	0.5	0.5	0.3	0.3	0.2	1.4	0.5	0.4	0.5	0.4	0.5	0.5	0.2
Other	13	4.6	6.9	23.7	11.7	8.6	4.0	4.4	4.6	4.1	4.2	5.3	4.7	2.4
Officers Compensation	14	0.9	0.6	1.6	1.5	2.6	1.6	1.1	0.9	0.8	0.8	0.7	0.3	0.2
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	1.1	0.8	0.4	0.2	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	342	•	4	32	96	144	275	807	1857	5209	10856	21459	502731
Inventories	18	1479	•	21	77	161	388	1837	4456	8255	16000	24093	61741	145658
Net Property, Plant and Equipment	19	298	•	4	25	34	58	232	802	2044	5844	15798	40133	74857
Total Assets	20	2455	•	40	159	362	717	2650	6970	14299	32778	65124	142863	794300

Notes and Loans Payable **21**	1739	•	35	146	212	389	1901	5030	10335	22456	44932	87893	491057
All Other Liabilities **22**	321	•	5	28	57	94	326	850	1634	4219	10472	28470	266072
Net Worth **23**	395	•	-1	-15	93	235	423	1090	2330	6103	9720	26500	37171

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	2.3	2.8	2.8	1.8	1.3	1.2	1.2	1.1	1.1	1.1	1.0
Quick Ratio **25**	0.3	•	0.8	1.1	1.2	0.7	0.2	0.3	0.3	0.4	0.4	0.4	0.8
Net Sales to Working Capital **26**	28.2	•	19.4	9.6	6.1	10.9	25.6	30.4	37.2	47.5	•	44.0	•
Coverage Ratio **27**	2.3	2.8	0.4	0.2	1.8	2.2	2.2	2.4	2.7	2.4	1.7	2.9	1.2
Total Asset Turnover **28**	4.4	•	9.3	5.0	3.2	4.4	4.8	4.5	4.3	3.9	3.1	3.4	2.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	6.5
Total Liabilities to Net Worth **31**	5.2	•	•	•	2.9	2.1	5.3	5.4	5.1	4.4	5.7	4.4	20.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	83.9	•	•	•	74.4	67.3	84.0	84.4	83.7	81.4	85.1	81.5	95.3
Return on Assets **33**	6.8	•	3.5	1.3	6.3	7.5	7.0	6.8	7.1	7.1	6.6	7.4	2.0
Return on Equity **34**	20.8	•	•	•	8.3	11.7	21.4	22.5	24.0	19.1	12.8	22.8	5.3
Return Before Interest on Equity **35**	•	•	•	•	24.4	23.0	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	0.9	1.0	•	•	0.9	0.9	0.8	0.9	1.0	1.1	0.9	1.4	0.2
Profit Margin, After Income Tax **37**	0.8	0.6	•	•	0.7	0.9	0.7	0.8	0.9	0.9	0.6	1.2	0.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	87.5	87.5	87.3	87.5	87.6	87.5	87.9	88.1	88.2	88.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	192	213	213	244	231	236	237	251	281	342
Average Inventories ($) **42**	889	917	1122	1169	1121	1073	1126	1227	1266	1479
Average Net Worth ($) **43**	298	313	336	323	280	269	259	321	348	395
Current Ratio (x1) **44**	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Quick Ratio (x1) **45**	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Coverage Ratio (x1) **46**	1.7	1.6	1.5	1.3	0.9	0.9	0.8	1.7	2.1	2.3
Asset Turnover (x1) **47**	4.2	4.3	3.8	4.0	3.9	3.9	4.0	4.2	4.3	4.4
Total Liabilities/Net Worth (x1) **48**	4.3	4.4	4.8	5.2	5.9	6.0	6.4	5.4	5.1	5.2
Return on Assets (x1) **49**	7.0	6.7	5.9	5.8	5.2	4.8	3.5	5.3	6.0	6.8
Return on Equity (%) **50**	9.9	7.8	7.9	5.3	•	•	•	11.6	16.4	20.8

MOTOR VEHICLE DEALERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	27891	518	4819	2342	2136	2646	10627	3203	1372	176	38	•	•
Revenues ($ in Thousands)														
Net Sales	2	389456733	1297772	1850563	2090543	2727251	9126637	137227561	105543440	85612143	23219450	8229627	•	•
Portfolio Income	3	1079254	14317	24910	9096	31076	33868	334283	172402	230727	113869	73187	•	•
Other Revenues	4	5384954	37566	5347	6173	47879	135631	1603757	1469456	1288550	435815	172303	•	•
Total Revenues	5	395920941	1349655	1880820	2105812	2806206	9296136	139165601	107185298	87131420	23769134	8475117	•	•
Average Total Revenues	6	14195	2606	390	899	1314	3513	13095	33464	63507	135052	223029	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	88.7	89.0	83.2	82.0	83.2	88.0	88.8	88.4	88.7	89.3	86.5	•	•
Salaries and Wages	8	4.3	4.7	2.8	4.7	3.4	3.6	4.0	4.5	4.6	4.4	5.4	•	•
Taxes Paid	9	0.8	1.0	1.4	1.3	1.1	0.8	0.8	0.8	0.8	0.7	0.9	•	•
Interest Paid	10	0.6	0.5	0.2	0.8	0.7	0.7	0.6	0.6	0.6	0.7	1.1	•	•
Depreciation, Depletion, Amortization	11	0.5	0.4	0.4	0.5	0.5	0.3	0.3	0.4	0.6	0.8	1.3	•	•
Pensions and Other Benefits	12	0.5	0.6	0.4	0.2	0.1	1.5	0.5	0.4	0.5	0.4	0.5	•	•
Other	13	4.3	4.9	8.3	6.8	7.5	3.6	4.3	4.4	4.0	4.0	5.3	•	•
Officers Compensation	14	0.9	•	2.1	1.2	2.8	1.6	1.1	0.9	0.8	0.8	0.7	•	•
Operating Margin	15	•	•	1.3	2.6	0.7	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.6	•	3.4	3.8	3.5	1.6	0.8	0.5	0.4	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	445	•	2	22	120	149	280	825	1869	5149	10375	•	•
Inventories	18	1866	•	21	79	155	405	1831	4508	8243	16352	26004	•	•
Net Property, Plant and Equipment	19	358	•	3	21	29	45	222	745	2048	5672	13422	•	•
Total Assets	20	3096	•	40	151	380	716	2652	7019	14230	32672	65567	•	•

Notes and Loans Payable **21**	2119	•	34	120	148	369	1835	4918	9949	22334	44282	•	•
All Other Liabilities **22**	402	•	6	29	59	80	310	846	1643	4332	10475	•	•
Net Worth **23**	575	•	0	2	173	266	507	1255	2638	6006	10810	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	3.7	2.7	3.3	1.8	1.3	1.3	1.2	1.2	1.1	•	•
Quick Ratio **25**	0.3	•	1.4	0.9	1.7	0.7	0.3	0.3	0.3	0.4	0.4	•	•
Net Sales to Working Capital **26**	26.7	•	15.4	11.8	5.7	11.9	23.5	28.2	32.9	42.4	49.6	•	•
Coverage Ratio **27**	3.2	7.4	14.1	5.1	5.9	3.8	3.0	3.2	3.4	2.8	2.2	•	•
Total Asset Turnover **28**	4.5	•	9.7	5.9	3.4	4.8	4.9	4.7	4.4	4.0	3.3	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.4	•	•	•	1.2	1.7	4.2	4.6	4.4	4.4	5.1	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	81.4	•	98.9	98.8	54.5	62.8	80.9	82.1	81.5	81.6	83.5	•	•
Return on Assets **33**	8.5	•	30.1	24.5	14.5	12.1	8.6	8.5	8.5	8.2	7.6	•	•
Return on Equity **34**	28.3	•	•	•	24.4	22.9	27.3	29.9	28.7	24.7	19.0	•	•
Return Before Interest on Equity **35**	•	•	•	•	31.8	32.6	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	1.3	3.0	2.9	3.3	3.6	1.9	1.2	1.2	1.4	1.3	1.3	•	•
Profit Margin, After Income Tax **37**	1.2	2.4	2.7	3.2	3.3	1.8	1.1	1.1	1.2	1.1	1.0	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	87.5	87.3	87.1	87.3	87.1	87.1	87.4	88.1	88.1	88.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.5	0.3	•	•	•	0.1	0.2	0.4	0.6	0.6
Average Net Receivables ($) **41**	217	243	245	283	272	272	294	312	345	445
Average Inventories ($) **42**	1021	1024	1247	1313	1205	1155	1327	1451	1503	1866
Average Net Worth ($) **43**	410	436	479	490	491	469	515	485	496	575
Current Ratio (×1) **44**	1.3	1.3	1.2	1.3	1.3	1.3	1.3	1.3	1.3	1.3
Quick Ratio (×1) **45**	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Coverage Ratio (×1) **46**	2.7	2.6	2.5	2.4	2.0	2.1	2.1	2.8	3.0	3.2
Asset Turnover (×1) **47**	4.4	4.5	4.0	4.2	4.0	4.0	4.1	4.3	4.4	4.5
Operating Leverage **48**	1.2	1.3	1.2	1.0	1.0	0.9	0.9	0.7	0.8	0.9
Financial Leverage **49**	1.1	1.0	1.1	1.0	0.9	1.1	1.0	1.2	1.0	1.0
Total Leverage **50**	1.2	1.3	1.4	1.0	0.8	1.0	0.9	0.9	0.8	0.9

GASOLINE SERVICE STATIONS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	28509	1732	11007	8394	3982	1870	1266	121	98	23	9	7	•
Revenues ($ in Thousands)														
Net Sales	2	64682494	633700	7694568	12859297	6725941	5706064	11989013	3129966	6694267	2616157	1811881	4821641	•
Portfolio Income	3	141276	11164	14811	5969	24848	15805	14227	12365	17524	1867	7009	15687	•
Other Revenues	4	359029	14676	8769	24723	22741	65534	73601	11529	39119	36113	15318	46903	•
Total Revenues	5	65182799	659540	7718148	12889989	6773530	5787403	12076841	3153860	6750910	2654137	1834208	4884231	•
Average Total Revenues	6	2286	381	701	1536	1701	3095	9539	26065	68887	115397	203801	697747	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	82.9	81.3	83.3	83.6	80.9	83.1	82.3	79.5	86.0	80.2	83.0	84.1	•
Salaries and Wages	8	5.1	3.0	4.2	4.4	5.8	4.7	6.3	6.7	4.8	5.3	5.3	5.0	•
Taxes Paid	9	1.8	5.8	1.2	1.9	1.8	1.9	1.7	2.2	1.0	5.1	1.3	1.0	•
Interest Paid	10	0.5	0.2	0.1	0.3	0.7	0.7	0.6	0.7	0.4	0.6	1.0	0.4	•
Depreciation, Depletion, Amortization	11	1.2	0.6	0.4	0.8	1.3	1.3	1.3	1.3	1.4	1.6	2.3	2.2	•
Pensions and Other Benefits	12	0.3	•	0.3	0.2	0.2	0.2	0.2	0.5	0.3	0.5	0.3	0.6	•
Other	13	6.6	10.1	8.0	6.4	7.6	6.6	6.6	8.1	4.6	5.1	6.2	5.2	•
Officers Compensation	14	1.4	1.8	2.3	2.1	1.9	1.6	1.0	1.6	0.7	0.4	0.4	0.2	•
Operating Margin	15	0.3	•	0.2	0.5	•	•	•	•	0.8	1.2	0.3	1.3	•
Oper. Margin Before Officers Compensation	16	1.7	•	2.5	2.6	1.6	1.6	1.0	1.1	1.5	1.6	0.7	1.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	48	•	5	15	37	97	235	672	2181	2202	6022	25643	•
Inventories	18	65	•	14	34	50	85	253	1069	2160	2418	7167	36447	•
Net Property, Plant and Equipment	19	202	•	9	49	136	314	1064	3039	7714	21596	36680	119257	•
Total Assets	20	442	•	49	164	344	713	2096	6812	14631	32634	64038	249428	•

Notes and Loans Payable **21**	169	•	22	69	180	358	881	2760	3875	10228	26304	42567	•
All Other Liabilities **22**	117	•	10	42	48	139	534	2560	4205	9162	15575	96662	•
Net Worth **23**	156	•	17	52	116	216	682	1492	6551	13244	22159	110199	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	3.1	1.9	2.7	2.1	1.3	1.0	1.2	1.1	0.9	1.4	•
Quick Ratio **25**	0.9	•	1.6	1.1	1.6	1.5	0.9	0.6	0.7	0.7	0.5	0.8	•
Net Sales to Working Capital **26**	35.9	•	33.0	37.4	18.4	18.4	46.2	•	•	•	•	25.0	•
Coverage Ratio **27**	3.2	9.4	4.9	3.7	1.7	3.1	2.2	1.4	4.7	5.6	2.7	7.0	•
Total Asset Turnover **28**	5.1	•	14.1	9.4	4.9	4.3	4.5	3.8	4.7	3.5	3.2	2.8	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	1.9	2.2	2.0	2.3	2.1	3.6	1.2	1.5	1.9	1.3	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.7	•	65.0	68.2	66.2	69.7	67.5	78.1	55.2	59.4	65.4	55.8	•
Return on Assets **33**	8.0	•	9.6	9.8	6.0	9.3	6.1	3.6	9.7	11.2	8.3	8.3	•
Return on Equity **34**	13.7	•	21.1	20.8	6.0	18.9	8.1	3.6	15.6	18.1	10.9	14.7	•
Return Before Interest on Equity **35**	22.7	•	27.3	30.8	17.7	30.7	18.9	16.6	21.5	27.7	23.9	18.8	•
Profit Margin, Before Income Tax **36**	1.1	1.3	0.5	0.8	0.5	1.5	0.7	0.3	1.6	2.7	1.7	2.6	•
Profit Margin, After Income Tax **37**	1.0	1.3	0.5	0.7	0.4	1.3	0.6	0.2	1.5	2.1	1.2	2.4	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	86.1	82.7	82.6	81.3	81.1	83.0	83.9	83.5	82.7	82.9
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.1	0.3
Oper. Margin Before Officers Comp. (%) **40**	1.0	1.3	1.1	1.7	1.5	0.6	0.3	1.0	1.5	1.7
Average Net Receivables ($) **41**	55	45	45	42	49	56	49	52	59	48
Average Inventories ($) **42**	57	62	54	52	58	65	64	66	66	65
Average Net Worth ($) **43**	133	146	129	121	140	141	124	140	149	156
Current Ratio (x1) **44**	1.5	1.5	1.3	1.4	1.6	1.3	1.3	1.5	1.4	1.5
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.8	0.9	0.8	0.7	0.9	0.9	0.9
Coverage Ratio (x1) **46**	2.6	2.9	1.8	2.5	2.3	1.3	1.0	1.7	2.9	3.2
Asset Turnover (x1) **47**	6.5	5.6	5.4	5.3	5.2	5.5	5.5	5.5	5.2	5.1
Total Liabilities/Net Worth (x1) **48**	1.8	1.7	1.9	1.8	1.8	2.1	2.3	2.0	2.2	1.8
Return on Assets (x1) **49**	8.5	9.3	5.9	8.4	8.3	4.5	3.7	5.1	8.8	8.0
Return on Equity (%) **50**	9.5	10.4	5.3	11.1	10.7	1.2	•	4.8	16.0	13.7

Gasoline Service Stations

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	18872	658	8281	4950	2542	1285	977	50	92	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	51573639	477897	6263721	8601419	4373919	4716501	9968455	1709245	6391551	•	•	•	•
Portfolio Income	3	101363	11153	12269	994	19875	7497	9671	1540	14040	•	•	•	•
Other Revenues	4	284493	14676	5300	17172	12672	36873	57846	3167	41366	•	•	•	•
Total Revenues	5	51959495	503726	6281290	8619585	4406466	4760871	10035972	1713952	6446957	•	•	•	•
Average Total Revenues	6	2753	766	759	1741	1733	3705	10272	34279	70076	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	83.3	78.9	83.2	83.9	81.6	83.5	83.1	76.9	85.7	•	•	•	•
Salaries and Wages	8	4.8	3.0	4.0	3.6	4.8	4.4	5.8	8.0	4.8	•	•	•	•
Taxes Paid	9	1.6	6.4	1.1	2.0	1.7	1.5	1.4	3.0	1.0	•	•	•	•
Interest Paid	10	0.5	0.2	0.1	0.2	0.7	0.6	0.6	0.6	0.5	•	•	•	•
Depreciation, Depletion, Amortization	11	1.2	0.3	0.4	0.7	1.2	1.0	1.2	1.2	1.4	•	•	•	•
Pensions and Other Benefits	12	0.3	•	0.3	0.2	0.2	0.2	0.2	0.6	0.4	•	•	•	•
Other	13	6.1	7.9	7.8	5.8	6.8	5.9	6.0	8.2	4.7	•	•	•	•
Officers Compensation	14	1.3	2.3	2.2	2.1	2.0	1.7	1.0	0.9	0.7	•	•	•	•
Operating Margin	15	1.1	1.0	1.0	1.5	1.1	1.3	0.7	0.7	0.9	•	•	•	•
Oper. Margin Before Officers Compensation	16	2.4	3.3	3.1	3.7	3.1	3.0	1.6	1.6	1.6	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	59	•	5	15	39	106	233	1064	2259	•	•	•	•
Inventories	18	77	•	15	35	57	97	265	1338	1973	•	•	•	•
Net Property, Plant and Equipment	19	231	•	6	49	121	268	958	3370	7512	•	•	•	•
Total Assets	20	514	•	48	166	345	709	2065	6919	14423	•	•	•	•

Notes and Loans Payable **21**	169	•	18	59	138	280	839	2359	3837	•	•	•	•
All Other Liabilities **22**	138	•	9	40	37	159	542	2815	4283	•	•	•	•
Net Worth **23**	207	•	22	66	170	270	683	1746	6303	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	3.5	2.1	3.6	2.3	1.4	0.9	1.2	•	•	•	•
Quick Ratio **25**	1.0	•	1.9	1.2	2.1	1.6	0.9	0.4	0.7	•	•	•	•
Net Sales to Working Capital **26**	34.0	•	30.4	37.8	14.7	18.0	39.5	•	•	•	•	•	•
Coverage Ratio **27**	5.0	•	10.5	8.8	3.8	5.0	3.4	2.8	4.9	•	•	•	•
Total Asset Turnover **28**	5.3	•	•	10.5	5.0	5.2	5.0	5.0	4.8	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	1.2	1.5	1.0	1.6	2.0	3.0	1.3	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.7	•	55.2	60.1	50.8	62.0	66.9	74.8	56.3	•	•	•	•
Return on Assets **33**	12.0	•	21.6	20.6	12.4	14.6	9.5	7.6	10.5	•	•	•	•
Return on Equity **34**	21.8	•	•	•	17.5	28.5	17.6	18.1	17.5	•	•	•	•
Return Before Interest on Equity **35**	29.8	•	•	•	25.2	•	28.8	30.1	23.9	•	•	•	•
Profit Margin, Before Income Tax **36**	1.8	6.4	1.3	1.8	1.8	2.3	1.4	1.0	1.7	•	•	•	•
Profit Margin, After Income Tax **37**	1.7	6.4	1.2	1.7	1.7	2.1	1.2	0.9	1.6	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	85.7	82.2	81.5	81.2	81.2	82.2	82.9	83.2	82.8	83.3
Operating Margin (%) **39**	0.3	0.5	0.6	0.7	0.3	0.5	0.4	0.7	0.9	1.1
Oper. Margin Before Officers Comp. (%) **40**	1.5	2.2	2.2	2.5	2.2	2.1	1.8	2.1	2.2	2.4
Average Net Receivables ($) **41**	71	53	46	51	55	77	59	60	66	59
Average Inventories ($) **42**	76	72	66	66	67	87	80	75	84	77
Average Net Worth ($) **43**	205	204	191	186	181	235	187	192	228	207
Current Ratio (×1) **44**	1.6	1.6	1.5	1.7	1.7	1.6	1.5	1.6	1.5	1.6
Quick Ratio (×1) **45**	1.0	0.9	0.9	1.0	1.0	1.0	0.9	0.9	0.9	1.0
Coverage Ratio (×1) **46**	4.2	5.3	4.2	4.7	3.7	4.3	3.5	4.0	5.0	5.0
Asset Turnover (×1) **47**	6.6	5.8	5.7	5.3	5.4	5.2	5.3	5.7	5.4	5.3
Operating Leverage **48**	3.5	1.6	1.1	1.2	0.4	1.8	0.7	1.9	1.2	1.3
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.0	1.1	0.9	1.1	1.1	1.0
Total Leverage **50**	3.5	1.7	1.2	1.3	0.4	1.9	0.7	2.1	1.3	1.3

Other Automotive Dealers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	32379	750	9991	9298	5586	3231	3197	178	91	20	18	15	4
Revenues ($ in Thousands)														
Net Sales	2	52541682	304239	2071927	5061982	5495689	5518591	15452728	3260116	3053527	1340015	3054279	3931700	3996888
Portfolio Income	3	246558	2007	5782	35283	17031	19272	46445	5530	9435	2662	21394	56539	25175
Other Revenues	4	627129	9742	3004	58729	22102	48929	264389	52819	68646	15711	14352	50709	18002
Total Revenues	5	53415369	315988	2080713	5155994	5534822	5586792	15763562	3318465	3131608	1358388	3090025	4038948	4040065
Average Total Revenues	6	1650	421	208	555	991	1729	4931	18643	34413	67919	171668	269263	1010016
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.7	72.8	69.5	63.5	65.6	69.6	75.9	82.7	76.4	65.2	68.0	66.8	62.2
Salaries and Wages	8	10.0	10.3	7.3	11.1	11.3	9.5	8.3	6.0	9.5	13.1	11.5	11.9	15.8
Taxes Paid	9	2.0	2.8	2.3	3.1	2.5	2.2	1.6	1.2	1.5	1.7	1.8	1.9	2.6
Interest Paid	10	1.2	2.0	0.8	1.1	1.1	1.3	1.3	1.2	1.0	1.3	0.9	1.5	1.3
Depreciation, Depletion, Amortization	11	1.8	2.2	0.8	1.3	1.5	1.2	1.6	1.0	2.9	2.3	2.5	3.6	2.4
Pensions and Other Benefits	12	0.9	0.7	0.3	0.9	0.7	0.6	0.6	0.3	1.2	1.2	1.6	0.8	2.2
Other	13	10.6	16.4	15.3	15.8	12.1	11.4	8.8	7.1	7.6	13.4	11.4	11.9	6.7
Officers Compensation	14	2.4	2.9	3.5	4.3	4.9	3.6	2.3	1.0	1.2	0.9	0.8	0.7	0.3
Operating Margin	15	0.5	•	0.2	•	0.4	0.6	•	•	•	1.1	1.6	0.9	6.5
Oper. Margin Before Officers Compensation	16	2.9	•	3.7	3.3	5.3	4.2	2.0	0.5	•	1.9	2.4	1.6	6.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	85	•	5	23	55	83	227	853	2099	5825	10631	28626	26112
Inventories	18	322	•	24	76	168	417	1050	3716	6280	11419	27202	57470	252079
Net Property, Plant and Equipment	19	161	•	4	34	60	98	367	935	4983	9310	19463	36073	332786
Total Assets	20	679	•	40	168	344	710	1905	6377	15062	33827	70320	163945	707101

Notes and Loans Payable **21**	276	•	30	84	121	265	907	3647	7470	11808	24291	54954	145641
All Other Liabilities **22**	200	•	12	51	87	215	478	1541	4439	12201	27258	56792	231988
Net Worth **23**	203	•	-2	33	135	229	521	1189	3153	9818	18772	52199	329472

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	2.0	1.9	2.4	1.9	1.6	1.4	1.2	1.2	1.3	1.2	1.6
Quick Ratio **25**	0.5	•	0.6	0.7	0.9	0.5	0.4	0.4	0.4	0.5	0.4	0.4	0.3
Net Sales to Working Capital **26**	9.5	•	12.3	9.2	6.3	6.4	9.0	13.8	23.8	22.7	18.2	15.8	8.1
Coverage Ratio **27**	2.7	•	1.8	1.8	2.0	2.5	2.3	2.1	2.4	2.9	4.3	3.4	6.8
Total Asset Turnover **28**	2.4	•	5.2	3.3	2.9	2.4	2.5	2.9	2.2	2.0	2.4	1.6	1.4
Inventory Turnover **29**	7.1	•	•	9.1	7.7	5.7	7.0	8.2	8.2	7.7	8.5	6.1	4.9
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.4	•	•	4.0	1.6	2.1	2.7	4.4	3.8	2.5	2.8	2.2	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.1	•	•	80.2	60.7	67.7	72.7	81.4	79.1	71.0	73.3	68.2	53.4
Return on Assets **33**	8.0	•	7.6	6.1	6.3	7.6	7.7	7.4	5.5	7.4	8.7	8.1	12.5
Return on Equity **34**	12.9	•	•	11.7	6.9	12.3	13.1	16.3	12.7	11.8	17.7	13.0	15.6
Return Before Interest on Equity **35**	26.5	•	•	30.9	15.9	23.4	28.1	•	26.5	25.5	32.4	25.6	26.9
Profit Margin, Before Income Tax **36**	2.1	•	0.7	0.8	1.1	1.9	1.7	1.4	1.5	2.4	2.8	3.6	7.6
Profit Margin, After Income Tax **37**	1.6	•	0.6	0.7	1.0	1.7	1.4	1.1	1.2	1.7	2.0	2.6	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	70.7	70.9	71.3	71.6	72.2	69.5	69.6	69.4	70.1	70.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.5
Oper. Margin Before Officers Comp. (%) **40**	1.4	1.3	1.9	1.9	1.7	1.8	2.5	2.9	2.4	2.9
Average Net Receivables ($) **41**	67	68	69	62	71	69	69	72	80	85
Average Inventories ($) **42**	203	197	225	240	267	270	250	263	277	322
Average Net Worth ($) **43**	130	122	143	135	147	148	153	165	203	203
Current Ratio (×1) **44**	1.6	1.6	1.5	1.6	1.5	1.6	1.7	1.7	1.6	1.6
Quick Ratio (×1) **45**	0.5	0.5	0.5	0.4	0.4	0.5	0.5	0.5	0.5	0.5
Coverage Ratio (×1) **46**	1.4	1.5	1.6	1.8	1.4	1.4	1.5	2.3	1.9	2.7
Asset Turnover (×1) **47**	2.4	2.3	2.3	2.4	2.3	2.3	2.4	2.4	2.3	2.4
Total Liabilities/Net Worth (×1) **48**	2.4	2.7	2.5	2.7	2.8	2.7	2.4	2.3	2.1	2.4
Return on Assets (×1) **49**	5.7	5.7	5.4	6.9	6.3	6.2	5.4	6.6	5.5	8.0
Return on Equity (%) **50**	1.8	2.8	3.7	8.2	4.4	4.0	3.3	9.1	5.6	12.9

OTHER AUTOMOTIVE DEALERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	19750	58	4449	5972	4143	2254	2643	117	67	14	•	•	4
Revenues ($ in Thousands)														
Net Sales	2	43236124	145818	1058393	3246489	4425218	4411728	13332372	2182163	2619050	1070788	•	•	3996888
Portfolio Income	3	207551	1779	3451	33337	13516	13731	36990	2400	5984	2033	•	•	25175
Other Revenues	4	507840	9128	264	55065	16468	42971	222230	35524	42288	3640	•	•	18002
Total Revenues	5	43951515	156725	1062108	3334891	4455202	4468430	13591592	2220087	2667322	1076461	•	•	4040065
Average Total Revenues	6	2225	2702	239	558	1075	1982	5142	18975	39811	76890	•	•	1010016
Operating Costs/Operating Income (%)														
Cost of Operations	7	70.9	56.0	67.7	63.7	66.5	70.5	76.3	81.0	77.8	66.8	•	•	62.2
Salaries and Wages	8	9.7	8.4	6.0	9.5	10.6	8.6	7.7	6.6	8.9	12.6	•	•	15.8
Taxes Paid	9	1.9	3.0	1.9	2.7	2.3	2.2	1.6	1.2	1.4	1.8	•	•	2.6
Interest Paid	10	1.1	2.7	0.7	0.7	0.9	1.2	1.2	1.2	1.0	1.1	•	•	1.3
Depreciation, Depletion, Amortization	11	1.6	2.6	0.6	1.4	1.3	1.2	1.2	1.0	1.9	1.5	•	•	2.4
Pensions and Other Benefits	12	0.9	0.8	0.4	1.2	0.7	0.6	0.6	0.3	0.9	1.5	•	•	2.2
Other	13	9.7	17.6	14.8	14.7	11.2	10.5	8.2	7.2	6.4	11.0	•	•	6.7
Officers Compensation	14	2.3	1.4	3.2	4.8	4.8	3.5	2.5	0.8	1.1	0.9	•	•	0.3
Operating Margin	15	1.9	7.4	4.8	1.5	1.8	1.9	0.9	0.7	0.7	3.0	•	•	6.5
Oper. Margin Before Officers Compensation	16	4.2	8.9	8.0	6.2	6.5	5.4	3.3	1.5	1.7	3.9	•	•	6.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	115	•	4	24	57	87	234	771	2335	6592	•	•	26112
Inventories	18	432	•	22	71	180	433	1090	3834	7222	11766	•	•	252079
Net Property, Plant and Equipment	19	205	•	3	37	52	101	292	764	3593	7757	•	•	332786
Total Assets	20	894	•	42	169	345	724	1882	6092	14857	34502	•	•	707101

Notes and Loans Payable **21**	325	•	20	71	90	280	831	3211	6001	11005	•	•	145641
All Other Liabilities **22**	265	•	5	43	95	209	477	1582	4723	13211	•	•	231988
Net Worth **23**	305	•	17	55	160	235	574	1299	4133	10286	•	•	329472

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	4.1	2.2	2.4	2.0	1.6	1.4	1.3	1.2	•	•	1.6
Quick Ratio **25**	0.5	•	1.3	0.8	0.8	0.5	0.4	0.3	0.4	0.5	•	•	0.3
Net Sales to Working Capital **26**	9.2	•	9.5	8.5	6.7	6.7	8.9	14.0	19.1	20.2	•	•	8.1
Coverage Ratio **27**	4.2	6.5	8.7	7.1	3.8	3.8	3.3	3.1	3.5	4.3	•	•	6.8
Total Asset Turnover **28**	2.5	•	5.7	3.2	3.1	2.7	2.7	3.1	2.6	2.2	•	•	1.4
Inventory Turnover **29**	7.2	•	•	9.7	7.9	6.4	7.1	7.9	8.4	8.7	•	•	4.9
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	1.4	2.1	1.2	2.1	2.3	3.7	2.6	2.4	•	•	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.0	•	58.3	67.5	53.5	67.6	69.5	78.7	72.2	70.2	•	•	53.4
Return on Assets **33**	11.5	•	32.8	15.7	10.2	11.9	10.9	11.0	9.4	10.1	•	•	12.5
Return on Equity **34**	21.4	•	•	39.7	14.9	24.7	22.0	28.3	21.1	19.4	•	•	15.6
Return Before Interest on Equity **35**	33.8	•	•	•	22.0	•	•	•	33.6	33.7	•	•	26.9
Profit Margin, Before Income Tax **36**	3.6	14.9	5.1	4.2	2.4	3.2	2.8	2.4	2.5	3.5	•	•	7.6
Profit Margin, After Income Tax **37**	3.0	13.8	5.0	4.0	2.3	3.0	2.5	2.0	2.2	2.6	•	•	5.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	69.1	69.4	70.7	71.2	71.2	68.3	68.1	69.2	69.6	70.9
Operating Margin (%) **39**	0.6	0.5	1.0	0.6	0.9	1.0	1.6	1.6	1.7	1.9
Oper. Margin Before Officers Comp. (%) **40**	3.9	3.6	4.0	3.5	3.6	4.1	4.8	4.5	4.5	4.2
Average Net Receivables ($) **41**	76	79	93	76	93	92	82	82	95	115
Average Inventories ($) **42**	220	224	274	285	330	317	281	293	321	432
Average Net Worth ($) **43**	178	173	216	193	237	255	224	219	247	305
Current Ratio (×1) **44**	1.8	1.7	1.6	1.6	1.6	1.8	1.8	1.7	1.7	1.6
Quick Ratio (×1) **45**	0.6	0.6	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Coverage Ratio (×1) **46**	2.9	3.1	3.1	3.1	2.7	3.0	3.3	3.9	4.0	4.2
Asset Turnover (×1) **47**	2.4	2.4	2.4	2.5	2.4	2.4	2.6	2.5	2.5	2.5
Operating Leverage **48**	0.6	0.9	2.0	0.6	1.6	1.1	1.6	1.0	1.1	1.1
Financial Leverage **49**	1.0	1.0	1.1	1.1	0.9	1.1	1.1	1.1	1.0	1.0
Total Leverage **50**	0.6	0.9	2.2	0.6	1.5	1.1	1.7	1.1	1.1	1.1

Apparel and Accessory Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	43580	3506	20307	11758	4007	2357	1299	121	106	31	35	25	27
Revenues ($ in Thousands)														
Net Sales	2	89363346	1015341	3191415	5035301	2941878	3987752	5848534	1563682	4263449	1924140	4734679	7106687	47750487
Portfolio Income	3	1028039	7762	1025	10124	17204	10493	20076	2362	11088	9730	22132	46687	869359
Other Revenues	4	1960983	59107	39029	7591	15863	54774	50409	8132	19896	36585	61647	105488	1502459
Total Revenues	5	92352368	1082210	3231469	5053016	2974945	4053019	5919019	1574176	4294433	1970455	4818458	7258862	50122305
Average Total Revenues	6	2119	309	159	430	742	1720	4557	13010	40514	63563	137670	290354	1856382
Operating Costs/Operating Income (%)														
Cost of Operations	7	59.0	59.8	56.2	61.1	62.2	59.8	61.1	68.4	57.4	57.6	61.7	62.6	57.6
Salaries and Wages	8	12.9	17.2	7.2	7.6	8.6	12.7	13.4	9.6	14.0	13.5	12.8	13.5	13.9
Taxes Paid	9	2.4	2.5	2.3	2.2	2.6	2.8	2.3	2.6	2.3	2.3	2.4	2.4	2.4
Interest Paid	10	1.4	1.2	0.5	0.5	0.6	0.8	1.1	1.0	0.8	0.8	1.1	1.5	1.8
Depreciation, Depletion, Amortization	11	2.2	2.5	0.7	0.6	0.9	1.0	1.3	0.9	1.6	2.1	1.9	2.1	2.8
Pensions and Other Benefits	12	1.1	6.0	0.6	0.4	0.6	0.9	0.7	0.7	0.8	1.1	1.0	0.9	1.2
Other	13	20.6	32.7	25.6	20.5	18.7	18.2	18.8	15.0	21.9	24.4	17.7	16.3	21.3
Officers Compensation	14	1.8	1.2	10.0	4.8	5.4	5.4	3.3	2.3	2.3	1.4	0.9	0.6	0.5
Operating Margin	15	•	•	•	2.4	0.5	•	•	•	•	•	0.6	0.2	•
Oper. Margin Before Officers Compensation	16	0.6	•	6.9	7.2	5.8	4.0	1.4	1.8	1.3	•	1.5	0.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	127	•	2	15	34	78	181	849	925	2103	6470	11431	147932
Inventories	18	360	•	22	101	190	337	1012	3457	7280	11920	24437	56602	272999
Net Property, Plant and Equipment	19	275	•	6	10	41	80	371	919	4115	9308	18881	39842	312072
Total Assets	20	1123	•	38	155	346	689	1999	6454	15150	33740	69846	150135	1152097

Notes and Loans Payable **21**	316	•	29	49	110	152	732	2065	4746	13002	18273	38968	299232
All Other Liabilities **22**	355	•	15	41	86	199	703	1708	5032	13279	21157	37937	374276
Net Worth **23**	452	•	-6	65	149	338	564	2681	5372	7460	30416	73230	478589

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.0	2.9	2.5	2.2	1.7	2.1	1.6	1.3	2.1	2.3	1.5
Quick Ratio **25**	0.5	•	0.5	0.6	0.7	0.7	0.5	0.5	0.3	0.4	0.6	0.6	0.5
Net Sales to Working Capital **26**	7.9	•	10.0	4.8	4.4	5.8	7.8	4.9	10.7	13.0	6.3	5.7	9.7
Coverage Ratio **27**	2.6	•	•	6.3	3.5	1.3	0.3	1.2	0.7	•	3.1	2.6	3.1
Total Asset Turnover **28**	1.8	•	4.1	2.8	2.1	2.5	2.3	2.0	2.7	1.8	1.9	1.9	1.5
Inventory Turnover **29**	6.7	•	8.1	5.2	4.8	6.0	5.4	5.1	6.4	6.0	6.8	6.3	7.5
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	1.4	1.3	1.0	2.6	1.4	1.8	3.5	1.3	1.1	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.7	•	•	58.3	56.9	50.9	71.8	58.5	64.5	77.9	56.5	51.2	58.5
Return on Assets **33**	6.5	•	•	9.0	4.7	2.6	0.8	2.4	1.4	•	6.5	7.2	8.4
Return on Equity **34**	5.0	•	•	15.1	5.5	•	•	•	•	•	6.5	4.9	8.0
Return Before Interest on Equity **35**	16.2	•	•	21.4	10.9	5.3	2.9	5.7	3.9	•	15.0	14.7	20.3
Profit Margin, Before Income Tax **36**	2.2	•	•	2.7	1.6	0.3	•	0.2	•	•	2.3	2.4	3.7
Profit Margin, After Income Tax **37**	1.1	•	•	2.3	1.1	•	•	•	•	•	1.5	1.3	2.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	59.2	59.3	59.7	59.5	59.9	60.4	60.8	60.9	60.9	59.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.1	2.1	2.1	1.9	1.5	0.3	•	0.9	0.5	0.6
Average Net Receivables ($) **41**	80	96	88	104	123	121	134	126	138	127
Average Inventories ($) **42**	216	239	237	279	303	302	351	370	399	360
Average Net Worth ($) **43**	260	291	273	317	353	377	446	499	518	452
Current Ratio (×1) **44**	1.9	2.1	2.0	1.9	1.9	1.8	1.7	1.7	1.6	1.7
Quick Ratio (×1) **45**	0.7	0.8	0.7	0.6	0.6	0.6	0.5	0.5	0.5	0.5
Coverage Ratio (×1) **46**	2.6	3.0	2.7	2.9	2.3	1.9	2.1	2.9	2.8	2.6
Asset Turnover (×1) **47**	2.0	2.0	2.0	2.0	1.9	1.7	1.8	1.9	1.9	1.8
Total Liabilities/Net Worth (×1) **48**	1.2	1.2	1.3	1.5	1.5	1.6	1.5	1.3	1.4	1.5
Return on Assets (×1) **49**	6.9	7.4	7.3	8.4	7.9	6.2	6.6	7.8	6.0	6.5
Return on Equity (%) **50**	3.9	4.8	5.4	8.2	6.3	3.1	3.9	7.2	4.8	5.0

Apparel and Accessory Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	20883	62	7605	7989	2213	1913	888	71	66	13	23	19	19
Revenues ($ in Thousands)														
Net Sales	2	68534819	76890	1732629	3924915	1865761	3291959	3991703	1148690	3112271	1082883	2957317	5617196	39732604
Portfolio Income	3	815852	68	886	5688	14732	7973	8186	382	5557	3392	9707	42490	716793
Other Revenues	4	1590904	6027	17250	3562	6981	49452	28191	4673	13542	30657	50117	95039	1285411
Total Revenues	5	70941575	82985	1750765	3934165	1887474	3349384	4028080	1153745	3131370	1116932	3017141	5754725	41734808
Average Total Revenues	6	3397	1338	230	492	853	1751	4536	16250	47445	85918	131180	302880	2196569
Operating Costs/Operating Income (%)														
Cost of Operations	7	58.4	59.9	56.0	59.8	60.7	58.9	60.2	68.7	59.1	55.1	58.9	63.1	57.1
Salaries and Wages	8	12.6	11.7	6.4	7.6	7.8	12.8	12.6	7.6	12.3	12.0	12.5	13.1	13.7
Taxes Paid	9	2.3	2.3	1.9	2.2	2.4	2.7	2.5	2.8	2.0	2.0	2.2	2.1	2.3
Interest Paid	10	1.3	0.9	0.3	0.4	0.3	0.8	1.0	0.6	0.8	0.5	1.0	1.2	1.6
Depreciation, Depletion, Amortization	11	2.0	1.6	0.5	0.5	0.7	0.8	1.1	0.6	1.4	1.8	2.0	2.1	2.6
Pensions and Other Benefits	12	1.0	1.9	0.2	0.4	0.6	1.0	0.7	0.5	0.7	0.7	1.0	1.0	1.3
Other	13	19.5	22.1	23.7	19.9	18.3	15.8	16.6	11.5	18.5	23.9	18.2	15.1	20.8
Officers Compensation	14	1.5	2.3	4.4	4.1	5.2	6.1	3.9	2.3	2.5	1.5	0.9	0.5	0.5
Operating Margin	15	1.4	•	6.6	5.2	4.0	1.2	1.6	5.6	2.7	2.5	3.4	1.9	0.2
Oper. Margin Before Officers Compensation	16	2.9	•	11.0	9.2	9.2	7.3	5.5	7.9	5.2	4.0	4.3	2.4	0.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	216	•	5	17	39	86	175	1100	1268	2039	3982	14283	177776
Inventories	18	566	•	33	98	186	341	978	3635	8016	13609	22294	59540	327993
Net Property, Plant and Equipment	19	425	•	4	9	40	77	344	542	3883	12026	19367	41979	344151
Total Assets	20	1758	•	54	154	347	693	1956	6576	15920	36702	66140	154088	1305425

Notes and Loans Payable **21**	416	•	18	35	68	153	601	1523	5291	6093	15746	34588	302237
All Other Liabilities **22**	514	•	17	37	89	188	583	2018	4316	9940	16788	38652	398186
Net Worth **23**	828	•	20	82	190	352	771	3035	6313	20669	33606	80847	605002

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	3.1	3.2	2.6	2.4	2.0	1.9	2.0	2.0	2.2	2.4	1.6
Quick Ratio **25**	0.5	•	0.9	0.8	0.8	0.8	0.6	0.5	0.5	0.4	0.6	0.7	0.5
Net Sales to Working Capital **26**	7.2	•	7.0	5.2	4.9	5.4	6.1	5.9	8.1	7.5	6.4	5.4	8.6
Coverage Ratio **27**	5.0	6.8	•	14.3	•	4.7	3.7	10.7	5.0	12.0	6.4	4.5	4.4
Total Asset Turnover **28**	1.9	•	4.2	3.2	2.4	2.5	2.3	2.5	3.0	2.3	2.0	1.9	1.6
Inventory Turnover **29**	6.8	•	7.6	6.0	5.5	5.9	5.5	6.1	7.0	6.8	6.8	6.3	7.3
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	1.8	0.9	0.8	1.0	1.5	1.2	1.5	0.8	1.0	0.9	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.9	•	64.0	46.8	45.2	49.2	60.6	53.9	60.4	43.7	49.2	47.5	53.7
Return on Assets **33**	11.6	•	33.0	18.6	13.1	9.2	8.1	16.3	12.2	13.8	12.3	10.6	11.1
Return on Equity **34**	14.1	•	•	29.0	19.5	12.8	13.2	25.8	22.2	18.0	15.3	10.7	12.0
Return Before Interest on Equity **35**	24.6	•	•	35.0	23.9	18.2	20.4	•	30.6	24.6	24.2	20.2	23.9
Profit Margin, Before Income Tax **36**	5.0	5.3	7.6	5.4	5.1	2.9	2.6	6.0	3.3	5.6	5.3	4.3	5.3
Profit Margin, After Income Tax **37**	3.6	4.0	7.3	4.8	4.4	2.6	2.3	4.8	3.0	4.5	4.0	2.9	3.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	59.1	58.9	59.4	59.3	59.5	59.7	60.4	60.8	60.4	58.4
Operating Margin (%) **39**	2.0	2.2	2.4	2.4	2.3	1.6	1.2	1.4	1.5	1.4
Oper. Margin Before Officers Comp. (%) **40**	4.3	4.2	4.6	4.3	4.0	3.2	2.5	2.6	2.9	2.9
Average Net Receivables ($) **41**	124	155	138	153	185	177	198	212	222	216
Average Inventories ($) **42**	313	348	325	389	417	442	551	595	549	566
Average Net Worth ($) **43**	450	500	436	539	608	662	850	953	841	828
Current Ratio (×1) **44**	2.1	2.2	2.1	2.0	2.0	1.9	1.8	1.8	1.7	1.8
Quick Ratio (×1) **45**	0.8	0.8	0.8	0.7	0.7	0.6	0.6	0.5	0.6	0.5
Coverage Ratio (×1) **46**	5.3	5.8	5.9	6.2	4.7	4.3	4.4	4.7	5.9	5.0
Asset Turnover (×1) **47**	2.0	2.0	2.1	2.1	1.9	1.9	1.9	2.0	2.0	1.9
Operating Leverage **48**	0.8	1.1	1.1	1.0	1.0	0.7	0.8	1.2	1.0	1.0
Financial Leverage **49**	1.0	1.0	1.1	1.1	0.9	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	0.8	1.1	1.2	1.1	0.9	0.7	0.8	1.2	1.1	0.9

Furniture and Home Furnishings Stores

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	45242	2168	18551	9377	7162	4408	3146	265	74	33	27	20	12
Revenues ($ in Thousands)														
Net Sales	2	78228647	626010	3849400	5403529	7800793	7553203	17188818	4926250	2325648	2154727	3738079	4977358	17684832
Portfolio Income	3	1009382	4674	5950	6972	12559	37682	77394	28182	13691	13461	51602	81479	675734
Other Revenues	4	1443110	75879	30965	17686	72339	77064	244170	91769	93928	75464	71229	135460	457159
Total Revenues	5	80681139	706563	3886315	5428187	7885691	7667949	17510382	5046201	2433267	2243652	3860910	5194297	18817725
Average Total Revenues	6	1783	326	209	579	1101	1740	5566	19042	32882	67989	142997	259715	1568144
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.4	60.2	61.1	67.6	64.1	62.5	65.2	65.7	65.2	64.0	67.9	64.7	67.8
Salaries and Wages	8	10.5	11.8	7.3	6.3	9.2	10.7	11.2	11.1	13.0	11.5	11.6	11.7	11.0
Taxes Paid	9	2.0	1.7	2.0	1.8	2.4	2.4	2.1	1.6	2.2	2.2	1.9	2.2	1.8
Interest Paid	10	1.0	1.7	0.6	0.7	0.6	0.7	0.9	0.7	0.7	1.3	1.4	1.5	1.4
Depreciation, Depletion, Amortization	11	1.4	4.9	0.7	1.2	1.0	1.2	1.0	1.9	1.4	1.7	1.0	2.6	1.7
Pensions and Other Benefits	12	0.8	0.7	0.7	0.2	0.7	0.8	0.8	1.0	1.2	0.7	0.7	0.9	1.0
Other	13	17.3	22.4	24.7	17.4	17.8	17.3	16.1	15.9	16.6	16.9	15.3	15.6	17.8
Officers Compensation	14	2.5	1.6	5.5	4.3	4.7	3.8	3.3	2.3	1.6	1.9	0.7	0.7	0.3
Operating Margin	15	•	•	•	0.6	•	0.6	•	•	•	•	•	0.2	•
Oper. Margin Before Officers Compensation	16	1.6	•	3.0	4.8	4.4	4.5	2.6	2.2	•	1.9	0.2	0.9	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	161	•	6	27	51	175	442	1838	3477	6639	15922	29467	201597
Inventories	18	292	•	16	65	173	300	869	2638	4118	10838	24886	39453	348025
Net Property, Plant and Equipment	19	144	•	6	27	54	87	321	964	2647	6708	11493	38822	217984
Total Assets	20	755	•	39	158	359	725	2064	6882	14101	31678	65672	154169	908783

Notes and Loans Payable **21**	212	•	27	54	100	156	585	1780	3658	8108	20421	46368	235144
All Other Liabilities **22**	243	•	16	50	103	195	735	2820	4987	10415	21595	42210	283452
Net Worth **23**	301	•	-4	53	156	374	744	2283	5456	13155	23656	65591	390187

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.0	•	1.2	1.9	2.2	2.7	1.8	1.7	1.6	1.5	1.6	1.9	2.2
Quick Ratio **25**	0.8	•	0.6	0.8	0.8	1.3	0.7	0.8	0.8	0.7	0.7	1.0	0.9
Net Sales to Working Capital **26**	6.4	•	37.7	10.4	7.0	4.7	7.4	8.5	8.8	8.9	8.0	6.0	4.4
Coverage Ratio **27**	3.2	5.8	•	2.4	2.3	3.9	2.3	4.2	4.6	4.4	3.0	4.1	3.6
Total Asset Turnover **28**	2.3	•	5.3	3.7	3.0	2.4	2.7	2.7	2.2	2.1	2.1	1.6	1.6
Inventory Turnover **29**	7.8	•	•	•	8.1	7.2	8.2	9.3	10.0	7.7	7.6	8.2	5.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	•	2.0	1.3	0.9	1.8	2.0	1.6	1.4	1.8	1.4	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.2	•	•	66.2	56.7	48.4	64.0	66.8	61.3	58.5	64.0	57.5	57.1
Return on Assets **33**	7.3	•	•	6.4	4.2	6.7	5.7	8.3	7.6	11.3	8.8	9.5	8.3
Return on Equity **34**	9.8	•	•	9.6	4.4	8.3	6.3	16.3	13.8	17.9	13.4	13.4	10.0
Return Before Interest on Equity **35**	18.4	•	•	18.9	9.6	13.0	15.7	24.9	19.7	27.2	24.3	22.3	19.3
Profit Margin, Before Income Tax **36**	2.2	8.0	•	1.0	0.8	2.1	1.2	2.3	2.7	4.2	2.8	4.4	3.7
Profit Margin, After Income Tax **37**	1.7	7.8	•	0.9	0.6	1.8	0.9	2.0	2.4	3.6	2.3	3.5	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.2	63.6	63.3	63.6	63.8	63.9	64.1	63.9	64.1	65.4
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.7	2.2	3.3	2.5	1.5	0.8	•	1.9	1.9	1.6
Average Net Receivables ($) **41**	138	147	137	150	149	146	133	138	143	161
Average Inventories ($) **42**	212	232	249	256	264	259	248	267	270	292
Average Net Worth ($) **43**	210	232	245	245	236	238	225	265	278	301
Current Ratio (×1) **44**	2.0	1.9	2.0	1.8	1.8	1.9	1.8	1.9	1.9	2.0
Quick Ratio (×1) **45**	0.9	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	2.4	2.8	3.3	2.7	2.0	1.7	1.1	2.1	2.5	3.2
Asset Turnover (×1) **47**	2.0	2.0	2.2	2.1	2.2	2.2	2.2	2.1	2.2	2.3
Total Liabilities/Net Worth (×1) **48**	1.7	1.7	1.6	1.8	2.0	1.9	1.9	1.6	1.5	1.5
Return on Assets (×1) **49**	7.2	7.4	8.8	8.9	7.7	5.9	3.6	5.5	5.9	7.3
Return on Equity (%) **50**	6.6	7.4	11.0	10.8	7.4	4.2	•	5.1	6.6	9.8

FURNITURE AND HOME FURNISHINGS STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	28920	1430	9764	5896	5503	3629	2356	206	55	29	•	16	•
Revenues ($ in Thousands)														
Net Sales	2	64856653	525008	2105859	3913301	6166661	6557753	13591381	3828851	1951331	2027562	•	3953349	•
Portfolio Income	3	945221	4576	1949	4984	12210	31687	58117	19385	11115	13460	•	75487	•
Other Revenues	4	1219928	54956	17921	8151	64630	64089	202973	76504	67811	52504	•	101717	•
Total Revenues	5	67021802	584540	2125729	3926436	6243501	6653529	13852471	3924740	2030257	2093526	•	4130553	•
Average Total Revenues	6	2317	409	218	666	1135	1833	5880	19052	36914	72191	•	258160	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.3	58.5	60.6	66.4	64.3	62.1	66.1	63.7	64.8	63.5	•	63.5	•
Salaries and Wages	8	10.3	11.1	5.9	5.9	8.3	10.4	10.7	11.3	12.7	10.9	•	11.4	•
Taxes Paid	9	2.0	1.7	2.0	1.7	2.4	2.4	2.0	1.6	2.1	2.2	•	2.2	•
Interest Paid	10	1.0	1.7	0.3	0.7	0.6	0.7	0.7	0.7	0.6	1.1	•	1.6	•
Depreciation, Depletion, Amortization	11	1.4	2.9	0.8	1.1	0.9	1.2	0.9	2.3	1.4	1.7	•	2.9	•
Pensions and Other Benefits	12	0.8	0.6	1.2	0.2	0.6	0.9	0.8	1.0	1.3	0.7	•	1.0	•
Other	13	16.3	17.9	17.8	17.3	16.9	16.6	14.5	15.3	14.3	16.8	•	15.1	•
Officers Compensation	14	2.5	1.9	7.3	4.2	5.0	3.9	3.5	2.3	1.6	1.8	•	0.6	•
Operating Margin	15	0.6	3.7	4.4	2.7	1.1	2.0	0.9	2.0	1.1	1.4	•	1.7	•
Oper. Margin Before Officers Compensation	16	3.1	5.6	11.7	6.8	6.1	5.8	4.5	4.3	2.7	3.2	•	2.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	223	•	7	37	56	186	421	1899	4017	7268	•	35252	•
Inventories	18	381	•	16	70	166	304	906	2802	4210	10435	•	38553	•
Net Property, Plant and Equipment	19	187	•	6	21	46	91	268	1005	2958	7308	•	40254	•
Total Assets	20	989	•	46	162	360	724	2056	6847	14346	31787	•	159669	•

Notes and Loans Payable **21**	252	•	14	45	88	150	415	1634	2746	8752	•	50154	•
All Other Liabilities **22**	300	•	15	52	91	198	710	2859	3894	8725	•	45590	•
Net Worth **23**	437	•	16	65	181	377	931	2354	7706	14310	•	63926	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	1.8	2.3	2.5	2.6	2.0	1.6	2.0	1.7	•	1.9	•
Quick Ratio **25**	0.9	•	0.9	1.0	1.0	1.2	0.8	0.8	1.1	0.8	•	1.1	•
Net Sales to Working Capital **26**	5.9	•	14.0	9.0	6.3	4.9	6.8	8.7	6.9	8.0	•	5.6	•
Coverage Ratio **27**	5.1	9.8	•	5.7	5.1	6.1	4.9	7.4	9.1	5.2	•	4.8	•
Total Asset Turnover **28**	2.3	•	4.7	4.1	3.1	2.5	2.8	2.7	2.5	2.2	•	1.6	•
Inventory Turnover **29**	7.7	•	•	•	8.7	7.4	8.4	8.5	•	8.5	•	8.1	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.9	1.5	1.0	0.9	1.2	1.9	0.9	1.2	•	1.5	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.8	•	65.6	59.9	49.8	48.0	54.7	65.6	46.3	55.0	•	60.0	•
Return on Assets **33**	11.1	•	26.6	14.9	9.1	10.2	10.1	13.9	14.3	13.0	•	12.1	•
Return on Equity **34**	17.1	•	•	28.9	13.4	14.8	15.0	31.8	22.1	20.0	•	19.5	•
Return Before Interest on Equity **35**	25.1	•	•	•	18.1	19.6	22.2	•	26.5	28.8	•	30.1	•
Profit Margin, Before Income Tax **36**	3.9	15.1	5.3	3.0	2.4	3.4	2.9	4.4	5.1	4.8	•	6.2	•
Profit Margin, After Income Tax **37**	3.3	14.8	5.2	2.8	2.2	3.1	2.4	4.0	4.8	4.1	•	5.0	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.8	63.7	62.6	62.9	62.9	63.5	64.5	63.6	63.8	65.3
Operating Margin (%) **39**	1.6	1.2	1.8	1.6	1.5	•	0.4	1.5	1.0	0.6
Oper. Margin Before Officers Comp. (%) **40**	4.7	4.4	4.9	4.6	4.5	2.9	3.4	4.4	3.7	3.1
Average Net Receivables ($) **41**	177	177	180	207	201	216	209	205	194	223
Average Inventories ($) **42**	289	291	308	336	326	334	292	368	361	381
Average Net Worth ($) **43**	323	325	346	365	349	407	329	416	420	437
Current Ratio (×1) **44**	2.1	2.2	2.2	2.0	2.0	2.2	2.1	2.1	2.1	2.1
Quick Ratio (×1) **45**	0.9	1.0	0.9	0.9	0.9	1.0	1.0	0.9	0.9	0.9
Coverage Ratio (×1) **46**	4.4	5.4	5.1	4.7	4.2	3.9	4.1	4.6	4.9	5.1
Asset Turnover (×1) **47**	2.0	2.2	2.2	2.1	2.2	2.2	2.3	2.1	2.2	2.3
Operating Leverage **48**	0.7	0.8	1.5	0.9	0.9	•	•	3.9	0.7	0.6
Financial Leverage **49**	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	0.7	0.8	1.6	0.9	0.9	•	•	4.1	0.7	0.6

Eating and Drinking Places

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	193081	14410	106420	41319	16277	9058	4785	386	243	65	40	44	34
Revenues ($ in Thousands)														
Net Sales	2	162466353	1578508	24212990	21999420	15848237	14109478	19576197	5044273	7699449	3127817	4155136	9145665	35969182
Portfolio Income	3	2442679	119510	58718	72309	33527	61230	125436	42344	31207	21072	74715	75862	1726752
Other Revenues	4	3989382	59336	243950	230145	116927	170929	248070	67483	118018	106969	120553	519995	1987003
Total Revenues	5	168898414	1757354	24515658	22301874	15998691	14341637	19949703	5154100	7848674	3255858	4350404	9741522	39682937
Average Total Revenues	6	875	122	230	540	983	1583	4169	13353	32299	50090	108760	221398	1167145
Operating Costs/Operating Income (%)														
Cost of Operations	7	42.0	42.1	43.4	42.1	42.9	41.6	39.3	40.3	41.3	48.2	45.4	44.8	40.9
Salaries and Wages	8	18.9	24.5	16.5	18.5	17.6	18.8	20.8	20.5	16.3	17.4	20.0	20.9	19.9
Taxes Paid	9	4.3	5.8	5.0	5.0	4.5	4.4	4.2	3.7	3.6	4.2	4.6	3.7	3.7
Interest Paid	10	2.6	2.4	0.6	1.0	1.3	1.7	1.9	2.2	1.8	2.4	1.9	2.1	6.5
Depreciation, Depletion, Amortization	11	3.6	6.0	2.0	2.8	2.5	3.1	3.6	4.1	3.2	3.8	4.4	5.1	5.1
Pensions and Other Benefits	12	1.2	0.5	0.4	0.6	0.8	1.1	1.0	1.8	1.0	2.1	2.6	1.3	2.3
Other	13	26.5	39.1	28.8	27.7	26.1	26.0	26.0	23.4	31.8	23.2	22.2	23.3	25.4
Officers Compensation	14	2.7	1.9	4.6	3.9	3.9	3.8	3.0	2.0	1.8	1.6	0.9	1.0	0.5
Operating Margin	15	•	•	•	•	0.5	•	0.3	2.0	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	1.0	•	3.4	2.4	4.4	3.3	3.3	4.0	1.1	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	25	•	1	5	19	25	78	326	880	2485	4359	11384	69444
Inventories	18	15	•	4	9	18	23	67	165	556	882	1870	5386	24180
Net Property, Plant and Equipment	19	239	•	18	78	174	396	1012	4347	8305	18916	43931	84228	570496
Total Assets	20	475	•	38	156	346	696	1859	6647	14997	33840	72792	159446	1239690

Notes and Loans Payable **21**	224	•	36	115	199	388	1087	3189	6890	16357	31996	57755	442512
All Other Liabilities **22**	126	•	10	32	87	133	382	1150	3189	7185	16418	34725	400060
Net Worth **23**	125	•	-8	10	61	175	390	2307	4918	10298	24379	66966	397118

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.1	1.2	1.0	1.0	0.9	1.1	0.9	0.7	0.8	1.1	0.7
Quick Ratio **25**	0.6	•	0.7	0.8	0.7	0.6	0.7	0.7	0.6	0.5	0.5	0.7	0.4
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	•	•	•	•	•	•
Coverage Ratio **27**	1.9	•	1.1	0.9	2.2	1.7	2.1	2.9	1.7	1.6	2.4	3.1	2.0
Total Asset Turnover **28**	1.8	•	6.0	3.4	2.8	2.2	2.2	2.0	2.1	1.4	1.4	1.3	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.8	•	•	15.4	4.7	3.0	3.8	1.9	2.1	2.3	2.0	1.4	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.6	•	•	93.9	82.4	74.8	79.0	65.3	67.2	69.6	66.5	58.0	68.0
Return on Assets **33**	8.6	•	4.0	2.9	7.8	6.4	9.0	12.6	6.3	5.3	6.5	8.5	10.8
Return on Equity **34**	10.3	•	0.2	•	22.4	8.7	20.4	21.1	5.1	3.8	6.3	8.7	10.3
Return Before Interest on Equity **35**	32.5	•	•	•	•	25.3	•	•	19.2	17.5	19.4	20.2	33.7
Profit Margin, Before Income Tax **36**	2.3	•	•	•	1.5	1.2	2.2	4.2	1.2	1.4	2.7	4.4	6.2
Profit Margin, After Income Tax **37**	1.5	•	•	•	1.4	1.0	2.0	3.7	0.8	0.8	1.5	2.8	3.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.4	44.1	44.6	44.3	44.4	43.6	41.9	40.8	41.8	42.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	0.3	0.7	1.0
Average Net Receivables ($) **41**	32	33	34	38	29	36	25	23	22	25
Average Inventories ($) **42**	20	19	19	18	18	17	16	16	15	15
Average Net Worth ($) **43**	116	115	110	100	109	116	104	118	102	125
Current Ratio (x1) **44**	1.0	0.9	0.9	0.9	0.7	0.8	0.7	0.8	0.8	0.9
Quick Ratio (x1) **45**	0.6	0.6	0.5	0.6	0.5	0.6	0.5	0.5	0.5	0.6
Coverage Ratio (x1) **46**	1.4	1.4	1.3	1.3	1.2	1.3	1.3	1.6	1.8	1.9
Asset Turnover (x1) **47**	1.8	1.7	1.5	1.8	1.6	1.6	1.7	1.8	1.9	1.8
Total Liabilities/Net Worth (x1) **48**	2.6	3.1	3.7	3.9	3.7	3.8	3.8	3.0	3.4	2.8
Return on Assets (x1) **49**	6.0	5.5	4.6	6.1	6.1	7.2	7.6	7.8	8.4	8.6
Return on Equity (%) **50**	•	•	•	1.9	0.8	2.9	4.6	7.1	10.8	10.3

EATING AND DRINKING PLACES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	93199	3894	50695	20452	9238	5178	3144	298	170	46	29	35	21
Revenues ($ in Thousands)														
Net Sales	2	114828630	792843	13635003	13730172	10491389	9829635	15346709	4207127	6115993	2363784	3307581	7978649	27029745
Portfolio Income	3	1911734	114287	54417	59571	18366	47434	109835	41393	22574	17630	64159	73485	1288586
Other Revenues	4	3116836	35813	201626	170802	65323	100945	156551	63697	88945	87985	105843	476242	1563062
Total Revenues	5	119857200	942943	13891046	13960545	10575078	9978014	15613095	4312217	6227512	2469399	3477583	8528376	29881393
Average Total Revenues	6	1286	242	274	683	1145	1927	4966	14471	36632	53683	119917	243668	1422923
Operating Costs/Operating Income (%)														
Cost of Operations	7	40.9	40.1	42.7	40.9	40.6	40.7	39.3	41.4	40.2	47.9	49.2	45.0	38.2
Salaries and Wages	8	18.9	24.3	15.3	17.5	17.5	18.6	19.7	19.3	15.5	17.1	17.4	21.0	22.1
Taxes Paid	9	4.1	4.6	4.8	4.4	4.5	4.1	4.0	3.5	3.6	3.9	4.7	3.6	3.6
Interest Paid	10	2.2	1.7	0.5	0.7	1.2	1.4	1.6	2.1	1.4	1.8	1.4	1.7	5.5
Depreciation, Depletion, Amortization	11	3.4	2.3	1.7	2.0	2.2	2.6	3.2	4.1	2.9	3.6	4.0	4.7	5.3
Pensions and Other Benefits	12	1.2	0.5	0.3	0.6	0.8	1.1	0.9	1.8	1.0	1.4	2.4	1.3	2.3
Other	13	25.0	25.7	25.7	26.1	25.1	24.8	25.4	22.7	31.9	22.9	20.3	22.6	24.2
Officers Compensation	14	2.6	2.9	4.5	4.3	4.0	3.8	3.1	2.0	1.8	1.9	0.9	1.0	0.5
Operating Margin	15	1.7	•	4.7	3.5	4.2	3.1	3.0	3.3	1.6	•	•	•	•
Oper. Margin Before Officers Compensation	16	4.3	0.8	9.1	7.8	8.2	6.9	6.1	5.2	3.4	1.4	0.7	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	39	•	1	6	22	20	71	383	949	3206	4421	12503	89786
Inventories	18	21	•	3	10	18	26	80	158	591	1091	2157	5986	27814
Net Property, Plant and Equipment	19	334	•	15	66	157	377	1005	4440	8506	19329	48307	87111	683613
Total Assets	20	662	•	38	159	342	691	1925	6604	14693	34816	74150	164173	1416341

Notes and Loans Payable **21**	244	•	21	62	159	317	924	2920	6217	13723	25001	46884	448612
All Other Liabilities **22**	154	•	8	35	84	126	381	1138	3029	7430	16295	37522	362333
Net Worth **23**	265	•	9	62	99	248	620	2546	5447	13662	32854	79767	605396

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	1.5	1.6	1.1	1.1	1.0	1.1	0.9	0.8	1.0	1.2	0.8
Quick Ratio **25**	0.7	•	1.0	1.2	0.8	0.7	0.7	0.8	0.6	0.6	0.6	0.7	0.5
Net Sales to Working Capital **26**	•	•	•	32.8	•	•	•	•	•	•	•	47.2	•
Coverage Ratio **27**	3.8	11.0	13.9	9.0	5.2	4.3	4.0	3.7	3.4	3.2	4.6	4.5	2.7
Total Asset Turnover **28**	1.9	•	7.0	4.2	3.3	2.8	2.5	2.1	2.5	1.5	1.5	1.4	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	3.2	1.6	2.5	1.8	2.1	1.6	1.7	1.6	1.3	1.1	1.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.1	•	76.0	60.9	71.1	64.2	67.8	61.5	62.9	60.8	55.7	51.4	57.3
Return on Assets **33**	15.6	•	•	24.6	20.5	16.6	16.0	16.7	11.9	8.5	9.8	10.5	13.3
Return on Equity **34**	23.9	•	•	•	•	33.7	35.0	29.0	19.1	12.1	12.0	11.6	13.0
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	32.2	21.7	22.0	21.6	31.0
Profit Margin, Before Income Tax **36**	6.2	16.9	6.5	5.2	5.0	4.6	4.7	5.7	3.4	4.0	5.0	5.9	9.1
Profit Margin, After Income Tax **37**	5.1	16.4	6.4	5.0	4.9	4.4	4.4	5.2	2.9	3.2	3.5	4.1	6.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.0	42.6	43.2	43.1	42.3	41.9	41.1	38.8	40.8	40.9
Operating Margin (%) **39**	•	•	•	•	•	•	1.9	1.0	0.7	1.7
Oper. Margin Before Officers Comp. (%) **40**	0.7	•	0.5	1.0	0.8	3.3	4.8	4.1	3.3	4.3
Average Net Receivables ($) **41**	47	54	59	66	45	34	28	36	35	39
Average Inventories ($) **42**	30	25	32	27	22	21	20	20	21	21
Average Net Worth ($) **43**	264	264	258	212	212	250	237	249	235	265
Current Ratio (×1) **44**	1.1	1.0	1.0	1.0	0.8	1.0	0.9	1.0	1.0	1.0
Quick Ratio (×1) **45**	0.7	0.7	0.6	0.7	0.5	0.7	0.6	0.7	0.7	0.7
Coverage Ratio (×1) **46**	3.8	3.4	3.1	2.8	3.0	3.4	3.3	3.4	3.4	3.8
Asset Turnover (×1) **47**	1.8	1.5	1.4	1.7	1.7	1.8	1.8	1.8	1.8	1.9
Operating Leverage **48**	2.2	1.5	0.7	0.8	1.1	•	442.9	0.5	0.7	2.5
Financial Leverage **49**	1.0	1.0	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.1
Total Leverage **50**	2.2	1.5	0.7	0.8	1.1	•	440.0	0.5	0.7	2.7

DRUG STORES AND PROPRIETARY STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	21400	387	6057	8377	3792	2031	644	27	42	15	7	9	13
Revenues ($ in Thousands)														
Net Sales	2	83801800	2912694	2119768	7016293	5423216	4187270	3866590	451744	1762852	1276723	1275022	4143602	49366027
Portfolio Income	3	466107	5678	5448	7275	7235	7880	3180	1642	19375	3404	5158	8281	391555
Other Revenues	4	918737	12623	15658	15801	18973	52719	33870	4495	12957	11108	29994	56203	654331
Total Revenues	5	85186644	2930995	2140874	7039369	5449424	4247869	3903640	457881	1795184	1291235	1310174	4208086	50411913
Average Total Revenues	6	3981	7574	353	840	1437	2092	6062	16959	42742	86082	187168	467565	3877839
Operating Costs/Operating Income (%)														
Cost of Operations	7	72.5	70.2	74.5	73.8	72.4	71.9	69.4	63.3	72.4	74.3	70.3	74.7	72.6
Salaries and Wages	8	11.1	14.0	5.1	7.4	8.9	9.9	13.1	13.4	12.8	11.6	12.8	9.8	11.9
Taxes Paid	9	1.6	1.7	1.7	1.7	1.6	1.8	1.8	2.0	1.7	2.1	1.8	1.5	1.5
Interest Paid	10	1.0	1.1	0.4	0.4	0.5	0.6	0.7	0.9	0.9	0.8	0.8	0.7	1.2
Depreciation, Depletion, Amortization	11	1.5	1.2	0.7	0.6	0.7	0.9	0.6	2.0	1.0	1.1	1.6	1.3	2.0
Pensions and Other Benefits	12	1.0	1.6	1.1	0.5	0.6	0.8	0.8	0.5	0.7	0.8	0.7	1.0	1.1
Other	13	9.6	11.1	9.2	8.4	8.1	8.0	9.2	12.2	10.3	10.5	9.0	10.1	10.0
Officers Compensation	14	1.6	0.5	7.6	6.2	5.4	5.4	2.9	6.3	0.9	0.6	0.7	0.3	0.1
Operating Margin	15	0.1	•	•	1.0	1.9	0.8	1.5	•	•	•	2.4	0.7	•
Oper. Margin Before Officers Compensation	16	1.8	•	7.4	7.2	7.3	6.2	4.4	5.7	0.2	•	3.1	1.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	125	•	12	29	64	87	374	1473	2771	2542	6882	22694	96542
Inventories	18	565	•	27	87	184	263	599	958	5895	11802	27377	67208	641311
Net Property, Plant and Equipment	19	282	•	5	15	35	80	206	1541	2239	7722	12667	38750	366360
Total Assets	20	1452	•	66	169	361	660	1700	6430	13981	37144	71638	164248	1705239

Notes and Loans Payable **21**	351	•	28	50	105	185	423	1563	5040	16805	13529	41188	377375
All Other Liabilities **22**	507	•	26	55	85	158	568	1232	5560	10376	21926	50904	630074
Net Worth **23**	594	•	12	64	171	317	708	3636	3382	9963	36182	72156	697789

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.7	2.2	2.9	2.8	2.4	2.0	1.6	1.2	2.1	1.9	1.4
Quick Ratio **25**	0.4	•	0.8	0.7	1.0	1.2	1.1	1.3	0.6	0.3	0.6	0.7	0.2
Net Sales to Working Capital **26**	13.0	•	15.1	11.1	7.6	6.5	7.4	9.8	11.1	31.4	8.4	8.8	17.0
Coverage Ratio **27**	2.9	0.3	3.0	4.5	6.3	5.0	4.4	1.7	2.4	0.4	7.2	4.3	2.6
Total Asset Turnover **28**	2.7	•	5.3	5.0	4.0	3.1	3.5	2.6	3.0	2.3	2.6	2.8	2.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	9.4	•	8.6
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	4.6	1.7	1.1	1.1	1.4	0.8	3.1	2.7	1.0	1.3	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.1	•	82.2	62.2	52.5	51.9	58.4	43.5	75.8	73.2	49.5	56.1	59.1
Return on Assets **33**	7.4	•	7.0	8.3	11.1	8.6	11.3	3.9	6.1	0.7	15.0	8.0	6.8
Return on Equity **34**	8.3	•	26.1	15.6	17.9	11.6	17.7	•	11.1	•	19.6	10.7	6.5
Return Before Interest on Equity **35**	18.0	•	•	21.9	23.4	17.8	27.2	6.9	25.3	2.4	29.6	18.3	16.5
Profit Margin, Before Income Tax **36**	1.8	•	0.9	1.3	2.4	2.2	2.5	0.6	1.2	•	5.1	2.2	1.9
Profit Margin, After Income Tax **37**	1.3	•	0.9	1.2	2.2	1.8	2.1	•	0.9	•	3.9	1.7	1.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.5	72.8	73.0	71.8	71.1	72.1	72.1	73.2	72.9	72.5
Operating Margin (%) **39**	0.2	•	•	•	•	•	•	•	0.5	0.1
Oper. Margin Before Officers Comp. (%) **40**	1.8	1.3	1.0	0.7	1.7	2.1	2.1	1.1	2.7	1.8
Average Net Receivables ($) **41**	48	62	82	198	75	81	90	86	91	125
Average Inventories ($) **42**	320	324	314	335	297	319	341	350	356	565
Average Net Worth ($) **43**	389	378	328	436	176	199	246	247	238	594
Current Ratio (×1) **44**	1.9	1.8	1.8	1.6	1.6	1.6	2.0	1.8	1.7	1.6
Quick Ratio (×1) **45**	0.5	0.5	0.5	0.7	0.4	0.4	0.6	0.6	0.5	0.4
Coverage Ratio (×1) **46**	3.5	2.2	1.8	1.9	2.0	2.0	2.1	1.6	3.0	2.9
Asset Turnover (×1) **47**	2.8	2.2	2.6	2.0	2.9	3.0	3.1	3.1	3.5	2.7
Total Liabilities/Net Worth (×1) **48**	1.4	1.6	1.7	1.9	2.8	2.6	2.1	2.2	2.3	1.5
Return on Assets (×1) **49**	8.3	6.0	6.9	7.0	8.5	8.6	8.2	5.5	8.0	7.4
Return on Equity (%) **50**	8.2	3.6	4.5	6.0	10.9	10.2	8.3	1.7	12.2	8.3

DRUG STORES AND PROPRIETARY STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13784	118	3086	5414	3041	1527	528	3	•	•	•	•	9
Revenues ($ in Thousands)														
Net Sales	2	64173835	301209	1049241	4809326	4531092	3206291	3426536	54406	•	•	•	•	39904990
Portfolio Income	3	403570	990	5287	4520	6572	5935	3120	150	•	•	•	•	343556
Other Revenues	4	557882	294	14041	9219	18096	10043	22606	11	•	•	•	•	394218
Total Revenues	5	65135287	302493	1068569	4823065	4555760	3222269	3452262	54567	•	•	•	•	40642764
Average Total Revenues	6	4725	2564	346	891	1498	2110	6538	18189	•	•	•	•	4515863
Operating Costs/Operating Income (%)														
Cost of Operations	7	71.3	65.5	70.3	72.7	72.3	71.8	69.1	29.1	•	•	•	•	71.1
Salaries and Wages	8	11.2	13.6	3.4	7.2	8.3	8.5	12.6	15.3	•	•	•	•	12.2
Taxes Paid	9	1.6	2.4	1.9	1.7	1.6	1.7	1.7	3.3	•	•	•	•	1.5
Interest Paid	10	0.8	0.1	•	0.3	0.5	0.4	0.4	1.2	•	•	•	•	1.0
Depreciation, Depletion, Amortization	11	1.6	1.5	0.5	0.6	0.6	0.8	0.6	2.0	•	•	•	•	2.1
Pensions and Other Benefits	12	1.0	0.8	1.8	0.6	0.6	0.9	0.8	0.1	•	•	•	•	1.2
Other	13	9.3	8.6	8.4	7.8	7.9	7.0	9.1	27.2	•	•	•	•	9.8
Officers Compensation	14	1.6	2.2	8.5	6.5	5.5	5.9	2.8	2.6	•	•	•	•	0.1
Operating Margin	15	1.6	5.3	5.3	2.7	2.9	3.0	2.9	19.3	•	•	•	•	1.0
Oper. Margin Before Officers Compensation	16	3.2	7.5	13.8	9.2	8.3	8.9	5.8	21.9	•	•	•	•	1.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	154	•	9	30	66	79	369	2151	•	•	•	•	115513
Inventories	18	624	•	23	87	182	263	623	2519	•	•	•	•	645519
Net Property, Plant and Equipment	19	353	•	7	15	30	69	193	1087	•	•	•	•	431241
Total Assets	20	1743	•	67	177	364	668	1761	7511	•	•	•	•	1906228

Notes and Loans Payable **21**	244	•	10	31	81	159	258	3603	•	•	•	•	203590
All Other Liabilities **22**	580	•	27	52	83	160	644	947	•	•	•	•	670636
Net Worth **23**	919	•	30	94	200	350	859	2961	•	•	•	•	1032002

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.2	2.6	2.8	2.9	2.5	6.8	•	•	•	•	1.4
Quick Ratio **25**	0.5	•	1.3	1.0	1.1	1.3	1.1	3.0	•	•	•	•	0.3
Net Sales to Working Capital **26**	12.8	•	10.7	10.0	7.8	6.2	7.5	3.3	•	•	•	•	18.7
Coverage Ratio **27**	4.8	•	•	10.9	8.5	9.6	10.7	•	•	•	•	•	3.8
Total Asset Turnover **28**	2.7	•	5.1	5.0	4.1	3.2	3.7	2.4	•	•	•	•	2.3
Inventory Turnover **29**	•	•	•	•	•	•	•	4.2	•	•	•	•	9.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	1.2	0.9	0.8	0.9	1.1	1.5	•	•	•	•	0.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	47.3	•	55.1	47.0	45.1	47.7	51.2	60.6	•	•	•	•	45.9
Return on Assets **33**	10.5	•	36.3	16.4	15.8	12.2	14.9	•	•	•	•	•	9.1
Return on Equity **34**	12.3	•	•	26.5	23.6	17.7	24.4	•	•	•	•	•	8.7
Return Before Interest on Equity **35**	19.9	•	•	30.8	28.8	23.3	30.5	•	•	•	•	•	16.7
Profit Margin, Before Income Tax **36**	3.1	5.7	7.1	3.0	3.4	3.5	3.7	19.6	•	•	•	•	2.9
Profit Margin, After Income Tax **37**	2.4	4.7	7.1	2.8	3.2	3.0	3.2	12.9	•	•	•	•	2.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	73.7	71.6	72.0	71.6	70.5	72.1	71.1	71.7	72.2	71.3
Operating Margin (%) **39**	0.7	1.0	0.7	•	1.4	1.3	1.4	1.5	1.8	1.6
Oper. Margin Before Officers Comp. (%) **40**	2.1	2.9	2.5	1.7	3.9	3.5	3.8	3.9	3.6	3.2
Average Net Receivables ($) **41**	57	65	89	264	86	104	93	108	120	154
Average Inventories ($) **42**	389	304	321	332	303	366	335	374	468	624
Average Net Worth ($) **43**	487	448	456	616	277	317	323	362	401	919
Current Ratio (×1) **44**	1.8	1.8	1.8	1.9	2.2	2.1	2.2	2.2	1.8	1.7
Quick Ratio (×1) **45**	0.5	0.5	0.5	0.9	0.7	0.6	0.7	0.7	0.5	0.5
Coverage Ratio (×1) **46**	4.7	4.8	4.5	3.0	4.7	3.5	4.0	5.8	4.7	4.8
Asset Turnover (×1) **47**	2.9	2.5	2.8	1.9	3.1	3.2	3.2	3.1	3.4	2.7
Operating Leverage **48**	0.5	1.5	0.6	•	•	0.9	1.1	1.1	1.2	0.9
Financial Leverage **49**	1.0	1.0	1.1	0.9	1.3	0.9	1.1	1.1	0.9	1.0
Total Leverage **50**	0.5	1.5	0.7	•	•	0.8	1.2	1.2	1.1	0.9

LIQUOR STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12823	512	3637	5113	2163	1015	330	40	7	6	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	11620762	132532	1081563	3189475	2172171	2176530	1720761	542021	168552	437159	•	•	•
Portfolio Income	3	36930	•	319	10055	825	549	9336	3154	8	12685	•	•	•
Other Revenues	4	165696	246	14225	67757	25591	32221	4783	15642	587	4642	•	•	•
Total Revenues	5	11823388	132778	1096107	3267287	2198587	2209300	1734880	560817	169147	454486	•	•	•
Average Total Revenues	6	922	259	301	639	1016	2177	5257	14020	24164	75748	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.6	80.6	65.2	78.7	76.7	82.1	77.4	79.8	89.8	75.5	•	•	•
Salaries and Wages	8	6.0	•	5.3	6.4	7.0	4.8	5.5	8.7	3.8	8.2	•	•	•
Taxes Paid	9	1.9	4.2	2.2	2.5	2.0	1.4	1.4	1.6	0.7	1.8	•	•	•
Interest Paid	10	0.8	•	0.3	0.7	1.4	0.7	0.6	1.6	0.5	0.6	•	•	•
Depreciation, Depletion, Amortization	11	0.9	0.5	0.7	1.1	0.9	0.9	0.7	0.9	0.5	1.8	•	•	•
Pensions and Other Benefits	12	0.3	•	•	0.5	0.1	0.3	0.6	0.2	•	1.1	•	•	•
Other	13	10.4	13.6	24.5	10.2	9.7	7.0	8.7	8.5	2.7	7.8	•	•	•
Officers Compensation	14	2.8	•	3.6	2.7	4.1	2.5	2.8	1.4	0.2	0.7	•	•	•
Operating Margin	15	•	1.2	•	•	•	0.4	2.5	•	1.9	2.6	•	•	•
Oper. Margin Before Officers Compensation	16	2.0	1.2	1.8	•	2.3	2.9	5.2	•	2.0	3.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	7	•	•	4	4	7	86	255	1734	946	•	•	•
Inventories	18	108	•	29	79	126	254	674	1434	3484	6317	•	•	•
Net Property, Plant and Equipment	19	61	•	7	26	67	141	308	1600	8339	17986	•	•	•
Total Assets	20	289	•	48	176	335	691	1535	7753	14189	47963	•	•	•

Notes and Loans Payable **21**	132	•	36	87	208	267	460	3250	8563	8204	•	•	•
All Other Liabilities **22**	62	•	11	34	72	186	483	866	898	5446	•	•	•
Net Worth **23**	96	•	1	55	56	238	592	3638	4728	34313	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	2.9	2.5	2.3	2.0	1.6	1.2	5.0	2.9	•	•	•
Quick Ratio **25**	0.6	•	0.6	0.7	0.6	0.7	0.4	0.4	1.7	1.3	•	•	•
Net Sales to Working Capital **26**	11.0	•	12.6	9.4	9.9	10.7	15.4	37.1	5.5	8.0	•	•	•
Coverage Ratio **27**	2.1	•	•	0.5	0.6	3.6	6.6	1.4	5.3	11.9	•	•	•
Total Asset Turnover **28**	3.1	•	6.2	3.5	3.0	3.1	3.4	1.8	1.7	1.5	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	31.9	2.2	5.0	1.9	1.6	1.1	2.0	0.4	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.8	•	97.0	68.7	83.4	65.6	61.5	53.1	66.7	28.5	•	•	•
Return on Assets **33**	5.4	•	•	1.2	2.4	8.2	13.1	3.8	4.7	10.9	•	•	•
Return on Equity **34**	7.1	•	•	•	•	15.7	26.9	1.0	11.3	10.3	•	•	•
Return Before Interest on Equity **35**	16.3	•	•	3.8	14.4	23.8	34.1	8.1	14.0	15.2	•	•	•
Profit Margin, Before Income Tax **36**	0.9	1.4	•	•	•	1.9	3.3	0.6	2.2	6.6	•	•	•
Profit Margin, After Income Tax **37**	0.8	1.4	•	•	•	1.8	3.1	0.3	2.2	4.8	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	81.6	80.9	76.8	78.3	78.0	78.8	78.7	79.3	78.5	77.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.5	1.5	1.5	1.0	0.3	2.3	1.4	1.8	2.2	2.0
Average Net Receivables ($) **41**	7	7	6	7	6	6	5	7	6	7
Average Inventories ($) **42**	70	80	76	92	91	93	88	109	102	108
Average Net Worth ($) **43**	69	67	69	86	68	83	78	97	95	96
Current Ratio (x1) **44**	1.8	1.9	1.9	2.1	2.0	2.0	1.8	1.9	1.9	2.1
Quick Ratio (x1) **45**	0.6	0.5	0.5	0.6	0.5	0.5	0.4	0.5	0.5	0.6
Coverage Ratio (x1) **46**	1.6	1.6	1.3	0.7	0.7	3.0	2.0	1.4	2.1	2.1
Asset Turnover (x1) **47**	3.9	3.8	3.5	3.3	3.4	3.6	3.5	3.6	3.4	3.1
Total Liabilities/Net Worth (x1) **48**	1.8	2.2	2.1	1.9	2.5	1.8	2.0	1.8	1.9	2.0
Return on Assets (x1) **49**	5.3	5.7	4.6	2.5	2.2	8.8	6.1	3.8	4.5	5.4
Return on Equity (%) **50**	2.5	4.1	0.8	•	•	13.8	6.2	1.1	4.9	7.1

LIQUOR STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8195	399	2345	3197	1159	796	257	30	•	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	8126259	102531	727498	2102747	1240307	1871121	1253608	229655	•	•	•	•	•
Portfolio Income	3	35419	•	319	9861	612	549	9311	3154	•	•	•	•	•
Other Revenues	4	112312	•	4876	46962	16932	24529	3121	11312	•	•	•	•	•
Total Revenues	5	8273990	102531	732693	2159570	1257851	1896199	1266040	244121	•	•	•	•	•
Average Total Revenues	6	1010	257	312	675	1085	2382	4926	8137	•	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	77.4	78.9	57.1	78.5	76.4	83.5	76.3	87.7	•	•	•	•	•
Salaries and Wages	8	5.5	•	6.5	6.1	7.1	4.6	4.0	3.7	•	•	•	•	•
Taxes Paid	9	2.0	4.7	2.2	2.8	1.9	1.3	1.7	1.0	•	•	•	•	•
Interest Paid	10	0.6	•	0.4	0.5	0.7	0.5	0.5	2.5	•	•	•	•	•
Depreciation, Depletion, Amortization	11	0.8	0.2	0.6	0.8	1.0	0.7	0.7	0.1	•	•	•	•	•
Pensions and Other Benefits	12	0.4	•	•	0.4	0.1	0.3	0.7	0.4	•	•	•	•	•
Other	13	9.8	8.1	28.8	9.1	9.4	6.1	9.0	4.5	•	•	•	•	•
Officers Compensation	14	2.6	•	3.6	2.4	3.7	2.0	3.5	2.1	•	•	•	•	•
Operating Margin	15	1.0	8.2	0.9	•	•	1.1	3.7	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	3.6	8.2	4.5	1.9	3.5	3.1	7.3	0.2	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	7	•	•	3	7	6	30	296	•	•	•	•	•
Inventories	18	119	•	32	82	130	274	712	717	•	•	•	•	•
Net Property, Plant and Equipment	19	62	•	5	18	56	136	276	1551	•	•	•	•	•
Total Assets	20	316	•	53	184	333	690	1484	7517	•	•	•	•	•

Notes and Loans Payable **21**	107	•	29	69	138	183	382	2999	•	•	•	•	•
All Other Liabilities **22**	66	•	12	30	81	195	445	496	•	•	•	•	•
Net Worth **23**	143	•	12	85	114	311	657	4022	•	•	•	•	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	2.2	•	3.3	3.4	2.1	2.0	1.7	1.0	•	•	•	•	•
Quick Ratio **25**	0.7	•	0.8	1.0	0.5	0.7	0.4	0.5	•	•	•	•	•
Net Sales to Working Capital **26**	10.3	•	10.4	7.8	11.5	11.2	13.1	•	•	•	•	•	•
Coverage Ratio **27**	6.0	•	4.9	5.9	2.9	5.6	10.1	2.6	•	•	•	•	•
Total Asset Turnover **28**	3.1	•	5.8	3.6	3.2	3.4	3.3	1.0	•	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	3.4	1.2	1.9	1.2	1.3	0.9	•	•	•	•	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	54.8	•	77.3	53.8	65.7	54.9	55.7	46.5	•	•	•	•	•
Return on Assets **33**	10.6	•	11.6	9.5	6.2	10.0	17.2	6.5	•	•	•	•	•
Return on Equity **34**	17.9	•	37.0	16.6	11.3	16.7	32.7	6.1	•	•	•	•	•
Return Before Interest on Equity **35**	23.5	•	•	20.6	18.0	22.1	•	12.2	•	•	•	•	•
Profit Margin, Before Income Tax **36**	2.8	8.2	1.6	2.2	1.3	2.4	4.7	3.9	•	•	•	•	•
Profit Margin, After Income Tax **37**	2.6	8.2	1.5	2.2	1.2	2.2	4.4	3.2	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	82.7	81.7	77.9	77.9	77.8	78.4	77.9	78.5	77.4	77.4
Operating Margin (%) **39**	0.9	0.1	0.8	0.7	0.5	2.2	1.0	0.8	1.2	1.0
Oper. Margin Before Officers Comp. (%) **40**	3.0	2.7	3.6	4.0	3.1	3.9	3.3	3.7	4.1	3.6
Average Net Receivables ($) **41**	12	10	7	11	8	5	7	6	7	7
Average Inventories ($) **42**	85	91	86	108	109	127	114	118	117	119
Average Net Worth ($) **43**	123	111	97	130	119	140	134	138	149	143
Current Ratio (×1) **44**	2.2	2.1	2.3	2.2	2.4	2.2	2.0	2.2	2.0	2.2
Quick Ratio (×1) **45**	0.8	0.7	0.7	0.7	0.6	0.6	0.5	0.6	0.6	0.7
Coverage Ratio (×1) **46**	4.9	3.6	4.0	4.1	5.0	7.5	5.3	4.9	6.6	6.0
Asset Turnover (×1) **47**	4.1	3.7	3.5	3.4	3.7	4.0	3.6	3.8	3.6	3.1
Operating Leverage **48**	1.1	0.1	6.9	0.9	0.7	4.8	0.4	0.9	1.5	0.9
Financial Leverage **49**	1.1	0.9	1.1	1.1	1.0	1.1	0.9	1.0	1.1	1.0
Total Leverage **50**	1.2	0.1	7.3	0.9	0.7	5.4	0.4	0.8	1.6	0.9

OTHER RETAIL STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	204613	10460	107230	40846	24198	11012	9313	763	456	140	90	56	49
Revenues ($ in Thousands)														
Net Sales	2	253647592	2644487	16309677	18016258	25368916	20184807	45998014	11476400	16866018	9195707	11988452	17344275	58254582
Portfolio Income	3	1572744	61599	36644	101411	100656	75824	175270	47364	53846	17121	84699	129744	688568
Other Revenues	4	3664313	18682	181233	96346	216087	173121	562493	153360	161969	180276	204637	287172	1428934
Total Revenues	5	258884649	2724768	16527554	18214015	25685659	20433752	46735777	11677124	17081833	9393104	12277788	17761191	60372084
Average Total Revenues	6	1265	260	154	446	1061	1856	5018	15304	37460	67094	136420	317164	1232083
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.2	65.3	56.0	59.4	66.2	64.1	69.0	70.7	69.6	61.9	66.7	64.6	68.8
Salaries and Wages	8	9.9	10.4	9.2	9.7	9.3	11.4	10.1	9.6	8.9	11.1	11.1	10.6	9.6
Taxes Paid	9	1.9	1.7	2.7	2.4	2.0	2.3	1.9	1.7	1.5	2.0	1.7	1.6	1.6
Interest Paid	10	1.1	1.1	0.9	0.8	0.8	0.8	0.9	1.2	1.0	0.9	1.2	1.2	1.7
Depreciation, Depletion, Amortization	11	1.8	1.8	1.8	1.8	1.3	1.6	1.6	1.6	1.7	1.6	1.9	2.0	2.1
Pensions and Other Benefits	12	0.8	1.1	0.7	0.7	0.7	0.9	0.8	0.8	0.8	1.0	1.0	0.9	0.8
Other	13	15.8	23.0	25.3	19.5	14.2	14.8	12.9	12.5	13.4	19.8	14.6	17.5	15.5
Officers Compensation	14	2.7	3.1	6.2	5.9	5.3	4.7	3.1	2.6	1.4	1.4	0.8	0.6	0.3
Operating Margin	15	•	•	•	•	0.2	•	•	•	1.9	0.3	1.0	1.0	•
Oper. Margin Before Officers Compensation	16	2.6	•	3.5	5.8	5.5	4.2	2.9	1.8	3.3	1.7	1.8	1.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	88	•	4	19	52	115	397	1497	3372	7513	10918	18671	100319
Inventories	18	207	•	16	69	146	273	761	2695	5664	13026	28699	58704	242254
Net Property, Plant and Equipment	19	113	•	7	28	63	134	387	1454	3129	4995	13618	34453	166966
Total Assets	20	564	•	36	159	353	698	1937	6816	15397	33867	68329	153341	799067

Notes and Loans Payable **21**	190	•	28	87	144	236	622	2411	4733	9876	17362	37377	232652
All Other Liabilities **22**	189	•	12	43	100	197	690	2608	5590	10866	23255	55388	271267
Net Worth **23**	185	•	-4	28	108	265	625	1797	5073	13124	27712	60576	295149

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.3	2.1	2.0	2.0	1.7	1.5	1.5	1.6	1.7	1.5	1.6
Quick Ratio **25**	0.6	•	0.9	0.8	0.8	0.8	0.7	0.6	0.6	0.7	0.6	0.4	0.5
Net Sales to Working Capital **26**	8.4	•	10.2	7.5	8.2	7.2	8.6	9.2	10.8	7.1	6.9	9.1	8.2
Coverage Ratio **27**	2.7	•	•	2.3	2.8	1.9	2.5	1.8	4.1	3.7	3.8	3.7	3.0
Total Asset Turnover **28**	2.2	•	4.3	2.8	3.0	2.6	2.6	2.2	2.4	1.9	2.0	2.0	1.5
Inventory Turnover **29**	7.9	•	•	7.6	9.5	8.6	9.0	7.9	9.1	6.3	6.2	6.8	6.8
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	•	4.6	2.3	1.6	2.1	2.8	2.0	1.6	1.5	1.5	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.2	•	•	82.3	69.4	62.1	67.8	73.6	67.1	61.3	59.5	60.5	63.1
Return on Assets **33**	6.6	•	•	5.1	6.7	4.0	5.9	4.8	10.0	6.6	9.0	9.2	7.5
Return on Equity **34**	9.1	•	•	14.0	12.3	3.4	8.7	5.4	19.3	10.3	12.6	12.6	8.8
Return Before Interest on Equity **35**	20.2	•	17.4	28.6	21.9	10.5	18.4	18.1	30.4	17.0	22.2	23.2	20.4
Profit Margin, Before Income Tax **36**	1.9	•	•	1.0	1.5	0.7	1.4	0.9	3.2	2.5	3.4	3.3	3.4
Profit Margin, After Income Tax **37**	1.4	•	•	0.9	1.3	0.5	1.1	0.6	2.7	2.1	2.6	2.5	2.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	65.1	64.5	64.4	64.4	65.3	64.7	64.9	64.7	66.1	66.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.9	2.0	2.5	1.7	2.1	1.7	1.6	1.9	2.4	2.6
Average Net Receivables ($) **41**	60	63	68	84	76	71	74	83	82	88
Average Inventories ($) **42**	128	133	143	163	164	170	169	176	186	207
Average Net Worth ($) **43**	110	107	125	149	126	132	140	159	168	185
Current Ratio (x1) **44**	1.7	1.7	1.8	1.6	1.6	1.6	1.7	1.7	1.7	1.7
Quick Ratio (x1) **45**	0.7	0.7	0.7	0.6	0.6	0.6	0.6	0.7	0.7	0.6
Coverage Ratio (x1) **46**	1.8	1.8	2.0	1.8	1.8	1.4	1.4	1.8	2.3	2.7
Asset Turnover (x1) **47**	2.2	2.2	2.1	1.9	2.2	2.2	2.2	2.2	2.3	2.2
Total Liabilities/Net Worth (x1) **48**	2.1	2.3	2.2	2.3	2.6	2.5	2.4	2.1	2.0	2.1
Return on Assets (x1) **49**	6.0	5.6	6.3	7.0	7.0	5.8	5.3	5.6	6.1	6.6
Return on Equity (%) **50**	3.4	3.1	5.9	6.8	6.8	2.2	1.7	4.9	7.1	9.1

OTHER RETAIL STORES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	108070	3155	47228	25683	15846	7805	7204	553	342	101	71	41	42
Revenues ($ in Thousands)														
Net Sales	2	204691216	1374343	9577989	12486931	18641836	15627501	38210865	9231112	14070358	7219270	9947070	13844504	54459437
Portfolio Income	3	1343896	51952	22644	87859	72320	53502	154390	36522	30660	11642	73348	105600	643460
Other Revenues	4	3054893	14789	110637	54698	152554	122020	398466	130967	133909	140887	145287	242339	1408338
Total Revenues	5	209090005	1441084	9711270	12629488	18866710	15803023	38763721	9398601	14234927	7371799	10165705	14192443	56511235
Average Total Revenues	6	1935	457	206	492	1191	2025	5381	16996	41623	72988	143179	346157	1345506
Operating Costs/Operating Income (%)														
Cost of Operations	7	66.6	58.9	54.1	58.3	66.2	64.4	69.1	71.6	69.5	61.7	66.5	65.1	69.2
Salaries and Wages	8	9.5	11.5	8.3	8.2	9.2	10.8	9.6	8.9	8.7	10.8	10.7	10.1	9.5
Taxes Paid	9	1.8	1.5	2.3	2.3	1.9	2.2	1.8	1.6	1.5	2.0	1.8	1.6	1.6
Interest Paid	10	1.0	0.6	0.5	0.7	0.7	0.7	0.8	1.0	0.9	0.7	1.2	0.7	1.6
Depreciation, Depletion, Amortization	11	1.6	2.2	1.5	1.5	1.2	1.3	1.5	1.5	1.3	1.4	1.7	1.6	2.1
Pensions and Other Benefits	12	0.8	1.2	0.7	0.6	0.6	0.9	0.8	0.7	0.8	0.9	0.9	1.0	0.8
Other	13	14.4	17.4	22.3	18.2	12.9	13.2	11.6	10.7	12.4	17.5	13.6	17.3	15.1
Officers Compensation	14	2.6	2.9	6.4	5.9	5.3	4.8	3.2	2.8	1.4	1.5	0.8	0.7	0.3
Operating Margin	15	1.9	3.9	3.9	4.6	2.2	1.8	1.8	1.2	3.5	3.5	2.8	2.1	•
Oper. Margin Before Officers Compensation	16	4.4	6.8	10.3	10.5	7.5	6.6	4.9	4.0	4.9	5.0	3.6	2.8	0.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	134	•	4	18	60	130	428	1580	3621	7684	11117	18181	103109
Inventories	18	307	•	17	72	136	280	767	2719	6163	13269	31336	62008	259756
Net Property, Plant and Equipment	19	161	•	6	23	61	112	352	1304	2905	4655	13264	33933	181603
Total Assets	20	834	•	39	160	352	693	1929	6699	15493	33913	69017	152509	851420

Notes and Loans Payable **21**	234	•	19	70	110	180	526	1820	4499	7763	17073	24897	239459
All Other Liabilities **22**	272	•	10	41	87	188	609	2608	5605	10712	23905	54918	291202
Net Worth **23**	329	•	10	49	155	324	795	2271	5389	15438	28039	72694	320759

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.5	2.4	2.3	2.3	1.8	1.5	1.5	1.7	1.8	1.7	1.5
Quick Ratio **25**	0.7	•	1.0	0.9	1.0	1.0	0.8	0.6	0.6	0.7	0.6	0.5	0.5
Net Sales to Working Capital **26**	8.4	•	11.5	6.8	8.1	6.7	8.2	9.7	10.9	6.8	6.6	8.0	9.1
Coverage Ratio **27**	5.0	•	10.9	9.4	6.1	5.2	5.0	4.1	6.3	8.7	5.0	7.9	3.4
Total Asset Turnover **28**	2.3	•	5.2	3.1	3.4	2.9	2.8	2.5	2.7	2.1	2.0	2.2	1.5
Inventory Turnover **29**	8.2	•	•	7.8	•	9.2	9.6	8.8	9.3	6.7	6.0	7.1	6.9
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	2.8	2.2	1.3	1.1	1.4	2.0	1.9	1.2	1.5	1.1	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.6	•	73.9	69.1	56.0	53.2	58.8	66.1	65.2	54.5	59.4	52.3	62.3
Return on Assets **33**	11.4	•	30.2	19.6	13.6	10.4	10.9	9.8	14.8	13.3	12.5	11.7	8.3
Return on Equity **34**	19.3	•	•	•	24.1	16.1	18.8	19.2	31.1	23.5	20.1	16.4	10.5
Return Before Interest on Equity **35**	28.8	•	•	•	31.0	22.2	26.5	29.0	•	29.3	30.8	24.6	22.1
Profit Margin, Before Income Tax **36**	4.0	8.7	5.3	5.8	3.4	2.9	3.2	3.0	4.7	5.6	4.9	4.6	3.9
Profit Margin, After Income Tax **37**	3.4	8.0	5.1	5.6	3.2	2.6	2.8	2.6	4.1	5.1	4.0	3.5	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.2	64.9	64.4	64.8	64.7	64.9	65.0	64.9	65.7	66.6
Operating Margin (%) **39**	1.3	1.6	2.2	1.9	2.2	2.0	2.2	1.7	2.2	1.9
Oper. Margin Before Officers Comp. (%) **40**	4.8	5.1	5.6	5.2	5.3	5.2	5.2	4.7	4.8	4.4
Average Net Receivables ($) **41**	82	85	93	101	111	98	103	116	121	134
Average Inventories ($) **42**	169	167	186	211	224	221	226	249	276	307
Average Net Worth ($) **43**	193	180	203	211	222	235	254	280	316	329
Current Ratio (×1) **44**	1.8	1.8	1.9	1.9	1.8	1.8	1.8	1.8	1.8	1.7
Quick Ratio (×1) **45**	0.7	0.8	0.8	0.8	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (×1) **46**	4.2	4.6	5.0	4.3	4.0	4.5	4.5	4.8	5.2	5.0
Asset Turnover (×1) **47**	2.2	2.4	2.3	2.3	2.3	2.4	2.4	2.3	2.4	2.3
Operating Leverage **48**	0.8	1.2	1.4	0.9	1.2	0.9	1.1	0.8	1.3	0.9
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.0	1.1	1.0	1.0	1.0	1.0
Total Leverage **50**	0.8	1.3	1.5	0.8	1.2	1.0	1.1	0.8	1.3	0.9

MUTUAL SAVINGS BANKS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	211	•	•	•	•	•	•	•	•	17	23	91	74
Revenues ($ in Thousands)														
Net Sales	2	581613	•	•	•	•	•	•	•	•	974	5352	46218	527025
Portfolio Income	3	5862721	•	•	•	•	•	•	•	•	50911	133464	1049816	4484204
Other Revenues	4	805724	•	•	•	•	•	•	•	•	528533	61143	28843	141670
Total Revenues	5	7250058	•	•	•	•	•	•	•	•	580418	199959	1124877	5152899
Average Total Revenues	6	34360	•	•	•	•	•	•	•	•	34142	8694	12361	69634
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.0	•	•	•	•	•	•	•	•	•	•	•	2.8
Salaries and Wages	8	8.0	•	•	•	•	•	•	•	•	0.6	6.0	9.6	8.6
Taxes Paid	9	2.6	•	•	•	•	•	•	•	•	0.3	1.9	3.0	2.9
Interest Paid	10	36.5	•	•	•	•	•	•	•	•	3.2	26.7	40.7	39.7
Depreciation, Depletion, Amortization	11	1.8	•	•	•	•	•	•	•	•	0.1	1.3	2.2	2.0
Pensions and Other Benefits	12	1.9	•	•	•	•	•	•	•	•	0.2	1.6	2.7	2.0
Other	13	27.0	•	•	•	•	•	•	•	•	30.1	•	20.9	23.1
Officers Compensation	14	2.4	•	•	•	•	•	•	•	•	0.4	3.5	4.3	2.2
Operating Margin	15	17.8	•	•	•	•	•	•	•	•	65.2	•	16.5	16.8
Oper. Margin Before Officers Compensation	16	20.2	•	•	•	•	•	•	•	•	65.5	•	20.8	19.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	23724	•	•	•	•	•	•	•	•	2758	5626	6565	57185
Inventories	18	3	•	•	•	•	•	•	•	•	•	•	8	•
Net Property, Plant and Equipment	19	4741	•	•	•	•	•	•	•	•	394	1139	2657	9807
Total Assets	20	410223	•	•	•	•	•	•	•	•	37428	79224	172098	924501

Notes and Loans Payable **21**	23278	•	•	•	•	•	•	•	•	376	882	2499	62939
All Other Liabilities **22**	354222	•	•	•	•	•	•	•	•	45593	81991	153111	785238
Net Worth **23**	32722	•	•	•	•	•	•	•	•	-8542	-3649	16488	76324
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	0.3	•	•	•	•	•	•	•	•	0.3	0.3	0.3	0.3
Quick Ratio **25**	0.2	•	•	•	•	•	•	•	•	0.2	0.3	0.3	0.2
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	•	•	•	•	•	•
Coverage Ratio **27**	1.5	•	•	•	•	•	•	•	•	•	•	1.4	1.4
Total Asset Turnover **28**	0.1	•	•	•	•	•	•	•	•	0.9	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	11.5	•	•	•	•	•	•	•	•	•	•	9.4	11.1
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	92.0	•	•	•	•	•	•	•	•	•	•	90.4	91.8
Return on Assets **33**	4.5	•	•	•	•	•	•	•	•	•	•	4.1	4.2
Return on Equity **34**	12.7	•	•	•	•	•	•	•	•	•	•	8.1	9.4
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	17.6	•	•	•	•	•	•	•	•	•	•	16.1	16.5
Profit Margin, After Income Tax **37**	12.1	•	•	•	•	•	•	•	•	•	•	10.8	10.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.6	0.9	1.2	0.8	0.8	0.9	1.1	1.0	1.5	2.0
Operating Margin (%) **39**	8.4	10.5	10.6	10.2	6.7	4.2	10.7	16.3	14.1	17.8
Oper. Margin Before Officers Comp. (%) **40**	9.7	11.9	12.2	11.9	8.5	6.2	12.6	18.6	16.5	20.2
Average Net Receivables ($) **41**	53238	49591	47157	41064	38441	60262	43769	26888	27022	23724
Average Inventories ($) **42**	959	985	60	122	287	444	284	21	11	3
Average Net Worth ($) **43**	32017	51868	57215	30779	25892	27670	29182	31880	33722	32722
Current Ratio (×1) **44**	0.3	0.3	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3
Quick Ratio (×1) **45**	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2
Coverage Ratio (×1) **46**	1.1	1.2	1.2	1.2	1.1	1.1	1.2	1.4	1.4	1.5
Asset Turnover (×1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (×1) **48**	15.9	11.9	10.5	12.4	12.8	13.1	13.5	11.4	12.7	11.5
Return on Assets (×1) **49**	8.0	7.1	6.7	7.0	7.5	7.0	6.7	5.5	4.3	4.5
Return on Equity (%) **50**	8.9	10.1	8.1	9.3	5.3	2.5	9.6	11.4	8.6	12.7

MUTUAL SAVINGS BANKS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	194	•	•	•	•	•	•	•	•	17	•	84	68
Revenues ($ in Thousands)														
Net Sales	2	549668	•	•	•	•	•	•	•	•	974	•	40615	500683
Portfolio Income	3	5570592	•	•	•	•	•	•	•	•	50911	•	972622	4293273
Other Revenues	4	669950	•	•	•	•	•	•	•	•	528533	•	17901	114160
Total Revenues	5	6790210	•	•	•	•	•	•	•	•	580418	•	1031138	4908116
Average Total Revenues	6	35001	•	•	•	•	•	•	•	•	34142	•	12275	72178
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.1	•	•	•	•	•	•	•	•	•	•	•	2.9
Salaries and Wages	8	7.8	•	•	•	•	•	•	•	•	0.6	•	9.3	8.4
Taxes Paid	9	2.7	•	•	•	•	•	•	•	•	0.3	•	3.1	2.9
Interest Paid	10	37.4	•	•	•	•	•	•	•	•	3.2	•	41.5	40.3
Depreciation, Depletion, Amortization	11	1.8	•	•	•	•	•	•	•	•	0.1	•	2.1	1.9
Pensions and Other Benefits	12	1.9	•	•	•	•	•	•	•	•	0.2	•	2.7	1.9
Other	13	20.0	•	•	•	•	•	•	•	•	30.1	•	18.1	18.9
Officers Compensation	14	2.4	•	•	•	•	•	•	•	•	0.4	•	4.5	2.1
Operating Margin	15	23.9	•	•	•	•	•	•	•	•	65.2	•	18.6	20.7
Oper. Margin Before Officers Compensation	16	26.3	•	•	•	•	•	•	•	•	65.5	•	23.1	22.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	25817	•	•	•	•	•	•	•	•	2758	•	7226	62133
Inventories	18	4	•	•	•	•	•	•	•	•	•	•	9	•
Net Property, Plant and Equipment	19	4756	•	•	•	•	•	•	•	•	394	•	2590	9886
Total Assets	20	424510	•	•	•	•	•	•	•	•	37428	•	172294	963008

Notes and Loans Payable **21**	24787	•	•	•	•	•	•	•	•	376	•	1821	68073
All Other Liabilities **22**	363026	•	•	•	•	•	•	•	•	45593	•	153689	811072
Net Worth **23**	36697	•	•	•	•	•	•	•	•	-8542	•	16784	83863

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.3	•	•	•	•	•	•	•	•	0.3	•	0.3	0.3
Quick Ratio **25**	0.2	•	•	•	•	•	•	•	•	0.2	•	0.3	0.2
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	•	•	•	•	•	•
Coverage Ratio **27**	1.6	•	•	•	•	•	•	•	•	•	•	1.4	1.5
Total Asset Turnover **28**	0.1	•	•	•	•	•	•	•	•	0.9	•	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	10.6	•	•	•	•	•	•	•	•	•	•	9.3	10.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	91.4	•	•	•	•	•	•	•	•	•	•	90.3	91.3
Return on Assets **33**	5.0	•	•	•	•	•	•	•	•	•	•	4.3	4.6
Return on Equity **34**	17.0	•	•	•	•	•	•	•	•	•	•	9.0	12.0
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	23.6	•	•	•	•	•	•	•	•	•	•	18.2	20.5
Profit Margin, After Income Tax **37**	17.8	•	•	•	•	•	•	•	•	•	•	12.4	13.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.4	0.8	1.2	0.7	0.5	0.8	0.8	0.9	1.2	2.1
Operating Margin (%) **39**	9.2	11.9	12.8	11.0	11.5	9.8	15.6	18.5	20.3	23.9
Oper. Margin Before Officers Comp. (%) **40**	10.4	13.2	14.5	12.6	13.6	11.7	17.5	20.8	22.7	26.3
Average Net Receivables ($) **41**	47753	51594	40878	53576	29022	58055	38311	28908	31408	25817
Average Inventories ($) **42**	1029	1029	66	162	1	367	9	23	13	4
Average Net Worth ($) **43**	29317	52407	60725	40598	25302	30869	31123	33969	39945	36697
Current Ratio (×1) **44**	0.3	0.3	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Quick Ratio (×1) **45**	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Coverage Ratio (×1) **46**	1.1	1.2	1.2	1.2	1.2	1.2	1.3	1.4	1.5	1.6
Asset Turnover (×1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Operating Leverage **48**	1.7	1.3	1.1	0.9	1.1	0.9	1.6	1.2	1.1	1.2
Financial Leverage **49**	1.9	1.3	1.1	0.8	1.0	0.9	1.6	1.3	1.2	1.3
Total Leverage **50**	3.2	1.7	1.1	0.7	1.0	0.8	2.5	1.5	1.3	1.5

BANK HOLDING COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6014	•	273	67	•	21	•	105	840	1331	1361	1083	673
Revenues ($ in Thousands)														
Net Sales	2	54409259	•	11282	•	•	•	•	18522	95740	369252	709064	1350588	51444886
Portfolio Income	3	265763066	•	2741	258	•	7386	•	86948	1001512	3224536	6509847	11008730	242130457
Other Revenues	4	35236259	•	414	•	•	19	•	1802	31218	90154	283864	414092	34385622
Total Revenues	5	355408584	•	14437	258	•	7405	•	107272	1128470	3683942	7502775	12773410	327960965
Average Total Revenues	6	59097	•	53	4	•	353	•	1022	1343	2768	5513	11794	487312
Operating Costs/Operating Income (%)														
Cost of Operations	7	0.1	•	•	•	•	•	•	•	•	•	•	•	0.1
Salaries and Wages	8	11.8	•	47.0	•	•	•	•	8.7	8.4	9.5	10.3	12.1	11.8
Taxes Paid	9	2.2	•	4.6	•	•	5.4	•	2.7	2.9	2.7	2.6	2.7	2.1
Interest Paid	10	37.1	•	11.4	•	•	•	•	31.3	34.9	34.9	34.2	33.7	37.4
Depreciation, Depletion, Amortization	11	5.3	•	0.6	•	•	4.4	•	2.4	2.7	3.0	3.0	3.1	5.5
Pensions and Other Benefits	12	2.5	•	5.4	•	•	2.0	•	1.8	2.6	2.6	2.6	2.6	2.5
Other	13	25.9	•	84.2	•	•	37.0	•	28.9	21.3	19.7	20.8	21.7	26.2
Officers Compensation	14	3.0	•	1.6	•	•	•	•	12.6	11.7	9.3	7.5	5.9	2.7
Operating Margin	15	12.1	•	•	•	•	51.2	•	11.5	15.6	18.3	19.0	18.3	11.7
Oper. Margin Before Officers Compensation	16	15.1	•	•	•	•	51.2	•	24.1	27.3	27.6	26.5	24.2	14.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	307359	•	2	•	•	16	•	3340	9716	19916	37803	79498	2490072
Inventories	18	56	•	•	•	•	•	•	•	•	0	0	7	490
Net Property, Plant and Equipment	19	10584	•	•	•	•	87	•	104	252	581	1292	2852	85891
Total Assets	20	713102	•	5	139	•	994	•	8471	17769	36993	72053	153768	5882107

Notes and Loans Payable **21**	85438	•	46	13600	•	20	•	359	863	629	1238	3003	752393
All Other Liabilities **22**	555394	•	2	1678	•	145	•	6197	16471	32454	63644	135777	4529841
Net Worth **23**	72270	•	-43	-15140	•	829	•	1915	435	3909	7170	14988	599873

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	0.3	0.4	•	0.3	•	1.0	1.1	1.0	1.0	1.0	0.8
Quick Ratio **25**	0.8	•	0.3	0.4	•	0.3	•	1.0	1.0	1.0	1.0	1.0	0.8
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	7.3	2.1	2.8	•	•	•
Coverage Ratio **27**	1.3	•	•	•	•	•	•	1.3	1.4	1.4	1.5	1.4	1.3
Total Asset Turnover **28**	0.1	•	11.1	0.0	•	0.4	•	0.1	0.1	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	8.9	•	•	•	•	0.2	•	3.4	39.9	8.5	9.1	9.3	8.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	89.9	•	•	•	•	16.6	•	77.4	97.6	89.4	90.1	90.3	89.8
Return on Assets **33**	4.0	•	•	•	•	15.1	•	5.1	3.6	3.7	3.8	3.7	4.0
Return on Equity **34**	6.0	•	•	0.5	•	13.0	•	2.8	27.3	6.8	7.7	7.3	5.9
Return Before Interest on Equity **35**	•	•	•	0.1	•	18.1	•	22.4	•	34.9	•	•	•
Profit Margin, Before Income Tax **36**	11.4	•	•	•	•	•	•	10.7	12.4	14.4	15.1	14.5	11.2
Profit Margin, After Income Tax **37**	7.3	•	•	•	•	30.7	•	5.3	8.9	9.6	10.0	9.3	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.9	0.6	0.1	0.1	0.1	0.2	0.1	16.5	0.1	0.1
Operating Margin (%) **39**	4.9	5.1	5.8	5.3	5.6	4.1	3.9	8.4	12.8	12.1
Oper. Margin Before Officers Comp. (%) **40**	7.4	8.0	8.7	7.9	7.9	6.6	6.6	11.2	16.2	15.1
Average Net Receivables ($) **41**	321643	323498	337707	376229	339995	309084	311054	262317	293778	307359
Average Inventories ($) **42**	1	3	64	15	30	88	126	86	22	56
Average Net Worth ($) **43**	45605	47023	48598	55480	54943	56617	57283	58406	68571	72270
Current Ratio (x1) **44**	1.0	1.1	1.0	1.0	0.9	0.9	0.9	0.9	0.9	0.9
Quick Ratio (x1) **45**	1.0	1.0	0.9	0.9	0.9	0.8	0.9	0.8	0.8	0.8
Coverage Ratio (x1) **46**	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.2	1.4	1.3
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	11.1	10.8	11.5	11.2	10.9	10.6	10.4	9.6	8.5	8.9
Return on Assets (x1) **49**	6.1	5.2	5.2	5.7	7.0	6.6	5.6	4.6	4.1	4.0
Return on Equity (%) **50**	1.5	1.5	2.1	2.0	2.8	1.6	1.2	6.0	6.6	6.0

BANK HOLDING COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5307	110	•	•	•	21	•	85	789	1265	1296	1030	640
Revenues ($ in Thousands)														
Net Sales	2	51561298	142137	•	•	•	•	•	18439	91968	347025	662658	1266981	49022396
Portfolio Income	3	252150580	983568	•	•	•	7386	•	83740	960219	3080622	6215491	10395019	230396697
Other Revenues	4	32833884	70031	•	•	•	19	•	1800	23356	84025	262745	383686	32005591
Total Revenues	5	336545762	1195736	•	•	•	7405	•	103979	1075543	3511672	7140894	12045686	311424684
Average Total Revenues	6	63415	10870	•	•	•	353	•	1223	1363	2776	5510	11695	486601
Operating Costs/Operating Income (%)														
Cost of Operations	7	0.1	0.1	•	•	•	•	•	•	•	•	•	•	0.1
Salaries and Wages	8	11.8	13.6	•	•	•	•	•	7.1	8.4	9.3	10.1	11.8	11.9
Taxes Paid	9	2.2	2.4	•	•	•	5.4	•	2.1	2.8	2.7	2.6	2.7	2.2
Interest Paid	10	36.9	34.0	•	•	•	•	•	30.5	35.1	35.0	34.4	33.9	37.1
Depreciation, Depletion, Amortization	11	5.4	5.9	•	•	•	4.4	•	2.4	2.6	2.9	3.0	3.1	5.6
Pensions and Other Benefits	12	2.5	2.6	•	•	•	2.0	•	1.8	2.6	2.6	2.6	2.7	2.5
Other	13	25.0	23.0	•	•	•	37.0	•	22.7	18.9	18.5	19.5	19.5	25.4
Officers Compensation	14	2.9	3.8	•	•	•	•	•	13.0	11.7	9.3	7.4	5.9	2.5
Operating Margin	15	13.3	14.8	•	•	•	51.2	•	20.5	18.0	19.8	20.5	20.6	12.7
Oper. Margin Before Officers Compensation	16	16.1	18.6	•	•	•	51.2	•	33.5	29.7	29.1	27.9	26.5	15.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	336857	•	•	•	•	16	•	3885	9837	19979	37951	79617	2536152
Inventories	18	25	•	•	•	•	•	•	•	•	0	0	1	202
Net Property, Plant and Equipment	19	11412	•	•	•	•	87	•	78	249	568	1277	2824	86056
Total Assets	20	761584	•	•	•	•	994	•	8534	17857	36978	72079	153298	5826024

Notes and Loans Payable **21**	80742	•	•	•	•	20	•	246	263	520	1241	2973	660843
All Other Liabilities **22**	604107	•	•	•	•	145	•	6887	15718	32517	63568	135195	4578493
Net Worth **23**	76735	•	•	•	•	829	•	1401	1876	3941	7270	15130	586688

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	•	•	•	0.3	•	1.0	1.1	1.0	1.0	1.0	0.8
Quick Ratio **25**	0.8	•	•	•	•	0.3	•	1.0	1.0	1.0	1.0	1.0	0.8
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	4.5	2.1	2.6	•	•	•
Coverage Ratio **27**	1.3	1.4	•	•	•	•	•	1.7	1.4	1.5	1.5	1.5	1.3
Total Asset Turnover **28**	0.1	•	•	•	•	0.4	•	0.2	0.1	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	8.9	•	•	•	•	0.2	•	5.1	8.5	8.4	8.9	9.1	8.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	89.9	•	•	•	•	16.6	•	83.6	89.5	89.4	89.9	90.1	89.9
Return on Assets **33**	4.1	•	•	•	•	15.1	•	7.2	3.8	3.8	3.9	3.9	4.1
Return on Equity **34**	6.8	•	•	•	•	13.0	•	12.3	8.0	7.6	8.5	8.6	6.7
Return Before Interest on Equity **35**	•	•	•	•	•	18.1	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	12.5	11.7	•	•	•	•	•	19.6	14.8	15.9	16.6	16.7	12.2
Profit Margin, After Income Tax **37**	8.3	7.8	•	•	•	30.7	•	14.1	11.0	10.8	11.2	11.2	8.1

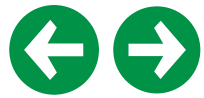
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	1.0	0.6	0.2	0.1	0.1	0.1	0.1	17.4	0.1	0.1
Operating Margin (%) **39**	6.6	6.4	7.9	7.9	7.9	7.0	9.4	9.4	13.7	13.3
Oper. Margin Before Officers Comp. (%) **40**	9.3	9.2	10.9	10.6	10.3	9.8	12.1	12.0	17.0	16.1
Average Net Receivables ($) **41**	400119	426841	414430	417228	377094	276041	254106	282409	335551	336857
Average Inventories ($) **42**	2	4	85	19	32	45	137	99	21	25
Average Net Worth ($) **43**	56212	62684	63829	64778	63952	55479	46088	65702	79756	76735
Current Ratio (×1) **44**	1.0	1.1	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.8
Quick Ratio (×1) **45**	1.0	1.0	0.9	0.9	0.9	0.8	0.9	0.8	0.8	0.8
Coverage Ratio (×1) **46**	1.1	1.1	1.1	1.1	1.1	1.1	1.2	1.3	1.4	1.3
Asset Turnover (×1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Operating Leverage **48**	1.2	1.0	1.2	1.0	1.0	0.9	1.3	1.0	1.5	1.0
Financial Leverage **49**	1.3	1.1	1.3	1.1	1.0	0.9	1.5	1.5	1.3	0.9
Total Leverage **50**	1.5	1.1	1.6	1.1	1.0	0.8	2.0	1.6	1.9	0.9

BANKS, EXCEPT MUTUAL SAVINGS BANKS AND BANK HOLDING COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4591	•	87	49	44	192	374	184	•	1007	727	459	148
Revenues ($ in Thousands)														
Net Sales	2	8535147	•	106	•	7473	305	220208	76319	•	294328	428605	674085	2648623
Portfolio Income	3	73505905	•	5026	2106	2969	14449	66063	103466	•	2566743	3414474	4538079	8320674
Other Revenues	4	5242685	•	7271	5399	960	30462	116020	26071	•	147679	162080	439386	949384
Total Revenues	5	87283737	•	12403	7505	11402	45216	402291	205856	•	3008750	4005159	5651550	11918681
Average Total Revenues	6	19012	•	143	153	259	236	1076	1119	•	2988	5509	12313	80532
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	1.0	•	•	•	0.1	•	0.4
Salaries and Wages	8	7.0	•	8.9	15.7	22.4	14.9	20.5	17.9	•	10.4	11.7	11.8	13.8
Taxes Paid	9	1.4	•	0.4	•	7.1	•	3.0	3.1	•	2.6	2.7	2.7	2.5
Interest Paid	10	60.3	•	6.6	•	6.3	6.2	10.7	15.9	•	30.8	31.6	29.4	30.1
Depreciation, Depletion, Amortization	11	1.7	•	•	•	1.3	0.1	2.2	1.8	•	2.8	2.8	2.6	5.1
Pensions and Other Benefits	12	1.1	•	0.2	•	1.0	•	0.7	1.8	•	2.5	2.4	2.4	2.8
Other	13	27.4	•	•	•	•	•	•	•	•	31.9	35.2	37.0	29.3
Officers Compensation	14	2.3	•	•	•	11.3	•	5.9	9.6	•	8.3	6.8	5.1	3.9
Operating Margin	15	•	•	•	•	•	•	•	•	•	10.9	6.6	9.1	12.3
Oper. Margin Before Officers Compensation	16	1.1	•	•	•	•	•	•	•	•	19.2	13.4	14.1	16.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	32348	•	2	23	67	-18	290	2824	•	18454	36500	72132	427005
Inventories	18	3	•	•	•	•	•	2	•	•	0	1	3	78
Net Property, Plant and Equipment	19	1110	•	•	•	83	•	155	91	•	626	1280	2684	13466
Total Assets	20	67167	•	37	189	458	808	2170	7961	•	35976	70395	148464	924607



Notes and Loans Payable **21**	2236	•	•	•	5	1281	190	43	•	162	579	1915	56477
All Other Liabilities **22**	60852	•	4471	5008	4146	7919	12329	14655	•	32655	63560	133619	789258
Net Worth **23**	4079	•	-4434	-4819	-3693	-8391	-10349	-6737	•	3159	6256	12929	78872

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	1.0	0.9	•	0.5	0.8	1.0	•	1.0	1.0	1.0	1.0
Quick Ratio **25**	0.9	•	1.0	0.9	•	0.3	0.6	0.9	•	1.0	1.0	0.9	0.9
Net Sales to Working Capital **26**	•	•	•	•	0.7	•	•	•	•	12.5	•	•	•
Coverage Ratio **27**	1.0	•	•	•	•	•	•	•	•	1.3	1.1	1.2	1.3
Total Asset Turnover **28**	0.3	•	3.9	0.8	0.6	0.3	0.5	0.2	•	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	15.5	•	•	•	•	•	•	•	•	10.4	10.3	10.5	10.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	93.9	•	•	•	•	•	•	•	•	91.2	91.1	91.3	91.5
Return on Assets **33**	16.5	•	•	•	•	•	•	•	•	3.2	2.7	2.9	3.5
Return on Equity **34**	•	•	15.5	22.5	12.8	4.3	5.7	11.6	•	3.2	•	0.9	6.4
Return Before Interest on Equity **35**	•	•	15.2	22.5	12.4	4.1	4.5	8.6	•	•	30.6	33.6	•
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	8.1	3.1	5.9	10.2
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	•	•	•	3.4	•	1.0	6.2

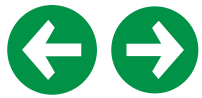
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	0.4	0.1	•	•	0.1	0.1	0.4	•	•
Operating Margin (%) **39**	4.8	4.5	4.4	3.5	3.1	2.2	4.2	6.0	2.7	•
Oper. Margin Before Officers Comp. (%) **40**	7.6	7.6	6.9	5.6	4.7	3.9	6.1	8.4	5.4	1.1
Average Net Receivables ($) **41**	30465	33398	33387	35743	32823	31612	36432	35647	35396	32348
Average Inventories ($) **42**	1	25	13	26	28	32	28	4	4	3
Average Net Worth ($) **43**	4527	4960	4998	5266	4958	5109	5566	5557	5557	4079
Current Ratio (x1) **44**	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Quick Ratio (x1) **45**	1.0	1.0	1.0	1.0	1.0	0.9	0.9	0.9	0.9	0.9
Coverage Ratio (x1) **46**	1.0	1.0	1.0	1.0	1.0	1.0	1.1	1.1	1.0	1.0
Asset Turnover (x1) **47**	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2	0.3
Total Liabilities/Net Worth (x1) **48**	11.0	11.3	10.9	11.1	11.0	11.2	12.2	13.0	12.2	15.5
Return on Assets (x1) **49**	11.5	10.4	13.7	15.6	22.6	21.0	17.2	13.3	11.9	16.5
Return on Equity (%) **50**	0.2	0.2	1.4	1.0	1.9	•	4.7	7.9	•	•

BANKS, EXCEPT MUTUAL SAVINGS BANKS AND BANK HOLDING COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3355	•	•	•	•	41	180	122	667	927	•	420	126
Revenues ($ in Thousands)														
Net Sales	2	5390237	•	•	•	•	•	174270	74262	206762	266058	•	634552	2327452
Portfolio Income	3	34802974	•	•	•	•	1107	21707	64608	762112	2356451	•	4112267	6419132
Other Revenues	4	3436873	•	•	•	•	•	90965	1925	16432	78009	•	151178	559534
Total Revenues	5	43630084	•	•	•	•	1107	286942	140795	985306	2700518	•	4897997	9306118
Average Total Revenues	6	13004	•	•	•	•	27	1594	1154	1477	2913	•	11662	73858
Operating Costs/Operating Income (%)														
Cost of Operations	7	0.1	•	•	•	•	•	1.4	•	0.1	•	•	0.1	0.4
Salaries and Wages	8	8.0	•	•	•	•	•	18.7	21.4	11.4	10.1	•	12.1	13.1
Taxes Paid	9	2.0	•	•	•	•	•	2.7	4.3	3.1	2.6	•	2.9	2.7
Interest Paid	10	48.9	•	•	•	•	•	2.7	17.2	29.4	31.9	•	31.3	29.6
Depreciation, Depletion, Amortization	11	2.2	•	•	•	•	•	1.5	2.3	2.7	2.8	•	2.7	4.7
Pensions and Other Benefits	12	1.6	•	•	•	•	•	0.5	2.2	2.6	2.5	•	2.6	2.9
Other	13	21.0	•	•	•	•	•	51.6	29.0	21.7	21.7	•	21.9	24.6
Officers Compensation	14	3.5	•	•	•	•	•	6.4	12.6	11.5	8.4	•	5.4	4.6
Operating Margin	15	12.7	•	•	•	•	•	14.6	11.1	17.4	20.0	•	21.1	17.4
Oper. Margin Before Officers Compensation	16	16.2	•	•	•	•	•	21.0	23.7	29.0	28.4	•	26.4	22.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	36868	•	•	•	•	•	-187	3761	8641	18610	•	72399	362797
Inventories	18	3	•	•	•	•	•	5	•	•	0	•	3	69
Net Property, Plant and Equipment	19	1261	•	•	•	•	•	164	104	301	602	•	2662	11683
Total Assets	20	77367	•	•	•	•	706	1941	8151	17542	36071	•	148217	829784



Notes and Loans Payable **21**	1744	•	•	•	•	•	178	63	124	174	•	2002	34498
All Other Liabilities **22**	68687	•	•	•	•	23897	14721	6960	15249	32022	•	130244	718637
Net Worth **23**	6936	•	•	•	•	-23191	-12958	1128	2169	3874	•	15971	76649

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	•	•	•	•	1.9	1.1	1.1	1.0	•	1.0	1.0
Quick Ratio **25**	0.9	•	•	•	•	•	1.3	1.1	1.0	1.0	•	0.9	0.9
Net Sales to Working Capital **26**	•	•	•	•	•	0.0	2.9	1.8	2.1	5.5	•	•	•
Coverage Ratio **27**	1.2	•	•	•	•	•	6.4	1.6	1.5	1.5	•	1.6	1.5
Total Asset Turnover **28**	0.2	•	•	•	•	0.0	0.8	0.2	0.1	0.1	•	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	10.2	•	•	•	•	•	•	6.2	7.1	8.3	•	8.3	9.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	91.0	•	•	•	•	•	•	86.2	87.6	89.3	•	89.2	90.8
Return on Assets **33**	10.1	•	•	•	•	3.8	14.2	3.9	3.7	4.0	•	3.9	4.0
Return on Equity **34**	14.3	•	•	•	•	•	•	8.0	7.5	8.8	•	8.6	9.6
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	28.1	30.1	•	•	•	•
Profit Margin, Before Income Tax **36**	11.2	•	•	•	•	•	14.6	10.3	14.8	16.9	•	17.5	14.9
Profit Margin, After Income Tax **37**	7.6	•	•	•	•	•	13.6	7.8	11.0	11.8	•	11.8	9.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	0.4	•	•	•	0.2	•	•	•	0.1
Operating Margin (%) **39**	9.8	9.1	9.4	8.5	9.6	8.8	9.3	13.3	13.6	12.7
Oper. Margin Before Officers Comp. (%) **40**	12.8	12.1	11.9	10.5	11.6	10.9	11.3	15.8	16.8	16.2
Average Net Receivables ($) **41**	33942	38327	40986	42949	43540	34752	40690	37097	37194	36868
Average Inventories ($) **42**	1	18	0	7	0	42	0	0	3	3
Average Net Worth ($) **43**	5270	5949	6425	6778	6902	6011	6884	6919	7403	6936
Current Ratio (x1) **44**	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Quick Ratio (x1) **45**	1.0	1.0	1.0	1.0	1.0	0.9	1.0	1.0	0.9	0.9
Coverage Ratio (x1) **46**	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.2	1.3	1.2
Asset Turnover (x1) **47**	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2
Operating Leverage **48**	1.3	0.9	1.1	0.9	1.1	0.9	1.1	1.4	1.0	0.9
Financial Leverage **49**	1.3	1.0	1.2	1.0	1.2	1.0	1.1	1.7	1.0	0.9
Total Leverage **50**	1.6	0.9	1.2	0.9	1.4	0.9	1.2	2.4	1.1	0.9

Savings and Loan Associations

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2438	165	7	•	7	16	80	100	265	390	482	447	478
Revenues ($ in Thousands)														
Net Sales	2	6303119	140977	79	•	233	197	348	3620	22120	52511	151135	304365	5627533
Portfolio Income	3	55613870	1670519	2130	•	1559	1735	22998	119035	372876	1139584	2366042	4667540	45249851
Other Revenues	4	13031310	103991	3359	•	580	10423	96469	426553	691165	1009052	1167149	2168637	7353934
Total Revenues	5	74948299	1915487	5568	•	2372	12355	119815	549208	1086161	2201147	3684326	7140542	58231318
Average Total Revenues	6	30742	11609	795	•	339	772	1498	5492	4099	5644	7644	15974	121823
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.7	0.5	•	•	•	•	•	•	•	•	•	•	3.5
Salaries and Wages	8	8.3	12.2	1.7	•	44.1	4.8	0.8	0.5	4.5	5.1	6.5	6.5	8.8
Taxes Paid	9	1.8	2.1	•	•	4.2	0.3	•	0.3	0.8	1.2	1.8	1.7	1.9
Interest Paid	10	40.5	49.0	48.6	•	34.7	1.1	0.2	1.8	13.2	24.1	30.4	32.7	43.4
Depreciation, Depletion, Amortization	11	1.9	2.0	2.4	•	11.0	0.4	•	•	0.5	0.9	1.3	1.3	2.1
Pensions and Other Benefits	12	1.5	4.3	•	•	2.2	0.1	•	•	0.5	0.9	1.4	1.4	1.5
Other	13	41.7	52.6	•	•	•	•	•	•	•	80.9	51.7	51.3	35.6
Officers Compensation	14	1.5	3.5	4.6	•	•	•	•	0.3	1.5	2.5	2.9	2.3	1.2
Operating Margin	15	0.2	•	•	•	•	•	•	•	•	•	4.0	2.7	2.3
Oper. Margin Before Officers Compensation	16	1.6	•	•	•	•	•	•	•	•	•	6.9	5.0	3.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	18059	•	22	•	61	99	115	418	1593	2570	5108	10852	73719
Inventories	18	32	•	•	•	•	•	•	•	•	4	5	6	151
Net Property, Plant and Equipment	19	3964	•	•	•	•	1	•	31	164	479	1003	2032	16816
Total Assets	20	353527	•	86	•	385	713	2965	7175	17855	37233	72531	159226	1538791

Notes and Loans Payable **21**	51680	•	•	•	•	•	•	197	558	2069	3502	8627	249953
All Other Liabilities **22**	298003	•	113910	•	97160	41947	33988	33112	39759	51745	85056	165168	1198343
Net Worth **23**	3844	•	-113824	•	-96774	-41234	-31023	-26134	-22462	-16582	-16027	-14570	90495

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.2	•	0.2	•	1.1	0.0	0.6	0.3	0.4	0.3	0.3	0.3	0.2
Quick Ratio **25**	0.2	•	0.2	•	1.1	0.0	0.5	0.2	0.3	0.3	0.3	0.2	0.2
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	•	•	•	•	•	•
Coverage Ratio **27**	1.0	0.5	•	•	•	•	•	•	•	0.4	1.1	1.1	1.1
Total Asset Turnover **28**	0.1	•	9.2	•	0.9	1.1	0.5	0.8	0.2	0.2	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	•	•	•	•	•	•	•	•	•	•	•	•	16.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	98.9	•	•	•	•	•	•	•	•	•	•	•	94.1
Return on Assets **33**	3.5	•	•	•	•	•	•	•	•	1.3	3.6	3.5	3.6
Return on Equity **34**	•	•	13.2	•	3.4	4.7	7.8	1.0	5.3	6.2	•	1.6	•
Return Before Interest on Equity **35**	•	•	12.9	•	3.3	4.7	7.8	0.3	2.7	•	•	•	•
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	•	3.7	2.5	2.1
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	1.1	1.4	1.7	2.1	1.9	1.8	1.1	1.3	2.7	2.7
Operating Margin (%) **39**	0.8	3.0	•	•	•	4.4	7.4	4.6	•	0.2
Oper. Margin Before Officers Comp. (%) **40**	1.9	4.1	0.7	•	•	5.3	8.3	6.0	0.5	1.6
Average Net Receivables ($) **41**	11675	14672	19074	19893	25955	44053	32614	12887	14246	18059
Average Inventories ($) **42**	178	291	321	394	436	512	533	291	135	32
Average Net Worth ($) **43**	9010	9159	7702	11779	10622	6933	11720	14242	5834	3844
Current Ratio (x1) **44**	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2
Quick Ratio (x1) **45**	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Coverage Ratio (x1) **46**	1.0	1.1	1.0	1.0	0.9	1.1	1.2	1.1	1.0	1.0
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	31.2	33.1	42.3	34.3	41.3	59.9	31.0	23.0	59.1	91.0
Return on Assets (x1) **49**	8.1	8.0	6.8	6.4	7.4	8.2	7.4	5.1	3.5	3.5
Return on Equity (%) **50**	•	4.8	•	•	•	17.1	18.5	2.4	•	•

Savings and Loan Associations

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1821	•	•	•	•	3	21	29	184	317	414	389	397
Revenues ($ in Thousands)														
Net Sales	2	3910235	•	•	•	•	•	•	282	14360	39230	126495	246406	3406926
Portfolio Income	3	45123896	•	•	•	•	595	2578	85667	295934	825163	2099725	4215629	36406331
Other Revenues	4	8191496	•	•	•	•	9456	36313	312488	387092	449803	275263	1193231	5445470
Total Revenues	5	57225627	•	•	•	•	10051	38891	398437	697386	1314196	2501483	5655266	45258727
Average Total Revenues	6	31425	•	•	•	•	3350	1852	13739	3790	4146	6042	14538	114002
Operating Costs/Operating Income (%)														
Cost of Operations	7	1.0	•	•	•	•	•	•	•	•	•	•	•	1.2
Salaries and Wages	8	8.7	•	•	•	•	5.2	0.3	0.3	6.5	6.2	8.2	7.3	9.0
Taxes Paid	9	2.0	•	•	•	•	0.4	•	0.2	1.2	1.7	2.3	2.0	2.0
Interest Paid	10	42.1	•	•	•	•	1.3	0.5	1.6	17.1	29.1	40.8	37.6	43.7
Depreciation, Depletion, Amortization	11	2.0	•	•	•	•	0.3	•	•	0.7	1.2	1.6	1.4	2.2
Pensions and Other Benefits	12	1.6	•	•	•	•	0.1	•	•	0.7	1.4	1.9	1.7	1.6
Other	13	22.1	•	•	•	•	43.9	8.5	19.5	27.9	30.9	19.7	21.3	22.1
Officers Compensation	14	1.6	•	•	•	•	•	•	0.4	2.2	3.7	4.0	2.8	1.2
Operating Margin	15	19.1	•	•	•	•	48.8	90.9	77.9	43.8	25.8	21.4	26.0	17.0
Oper. Margin Before Officers Compensation	16	20.7	•	•	•	•	48.8	90.9	78.3	46.0	29.5	25.4	28.8	18.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	19555	•	•	•	•	19	176	966	1245	2049	4363	9064	73972
Inventories	18	36	•	•	•	•	•	•	•	•	•	5	4	155
Net Property, Plant and Equipment	19	4327	•	•	•	•	•	•	91	195	504	1046	2140	16161
Total Assets	20	381512	•	•	•	•	1014	2555	7610	18376	37697	72992	159833	1477909

Notes and Loans Payable **21**	51988	•	•	•	•	•	•	168	354	1248	3244	8557	225523
All Other Liabilities **22**	301770	•	•	•	•	2746	26298	25884	21840	36095	65412	143093	1132742
Net Worth **23**	27754	•	•	•	•	-1732	-23743	-18442	-3818	353	4337	8184	119643

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.2	•	•	•	•	•	•	0.3	0.4	0.3	0.3	0.2	0.2
Quick Ratio **25**	0.2	•	•	•	•	•	•	0.3	0.3	0.3	0.2	0.2	0.2
Net Sales to Working Capital **26**	•	•	•	•	•	13.4	0.8	•	•	•	•	•	•
Coverage Ratio **27**	1.5	•	•	•	•	•	•	•	3.6	1.9	1.5	1.7	1.4
Total Asset Turnover **28**	0.1	•	•	•	•	3.3	0.7	1.8	0.2	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	12.8	•	•	•	•	•	•	•	•	•	15.8	18.5	11.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	92.7	•	•	•	•	•	•	•	•	99.1	94.1	94.9	91.9
Return on Assets **33**	5.0	•	•	•	•	•	•	•	12.5	6.0	5.1	5.8	4.7
Return on Equity **34**	16.7	•	•	•	•	•	•	•	•	•	21.9	36.8	12.3
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	18.9	•	•	•	•	•	•	•	•	25.5	21.1	25.8	16.9
Profit Margin, After Income Tax **37**	14.8	•	•	•	•	•	•	•	•	21.4	15.7	20.7	12.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.9	1.3	1.6	1.8	1.8	1.1	0.7	1.0	0.9	1.0
Operating Margin (%) **39**	6.4	9.1	8.9	8.4	7.1	19.0	20.9	18.1	17.8	19.1
Oper. Margin Before Officers Comp. (%) **40**	7.5	10.1	10.0	9.6	8.3	19.9	21.9	19.5	19.6	20.7
Average Net Receivables ($) **41**	12197	13217	23964	19549	24586	41632	33511	12871	14396	19555
Average Inventories ($) **42**	145	297	255	379	371	251	335	87	70	36
Average Net Worth ($) **43**	12181	14535	18138	22196	22110	20777	17341	20275	24606	27754
Current Ratio (x1) **44**	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2
Quick Ratio (x1) **45**	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Coverage Ratio (x1) **46**	1.1	1.1	1.1	1.1	1.1	1.4	1.4	1.4	1.4	1.5
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Operating Leverage **48**	1.5	1.4	1.0	1.0	0.9	2.7	1.1	0.9	1.0	1.1
Financial Leverage **49**	1.6	1.5	1.0	1.0	0.8	3.2	1.1	0.8	1.0	1.2
Total Leverage **50**	2.4	2.1	1.0	1.0	0.7	8.5	1.3	0.7	1.0	1.3

Personal Credit Institutions

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3548	•	•	1022	556	588	576	101	50	20	12	11	13
Revenues ($ in Thousands)														
Net Sales	2	12851731	•	•	104497	56534	91510	203292	117198	107951	90837	78725	174401	11777090
Portfolio Income	3	6616822	•	•	6147	1856	5841	94364	31516	73587	74941	63465	270279	5994790
Other Revenues	4	2639060	•	•	2485	16838	32301	192965	17955	18976	48713	-3156	16487	2295309
Total Revenues	5	22107613	•	•	113129	75228	129652	490621	166669	200514	214491	139034	461167	20067189
Average Total Revenues	6	6231	•	•	111	135	220	852	1650	4010	10725	11586	41924	1543630
Operating Costs/Operating Income (%)														
Cost of Operations	7	13.7	•	•	•	•	•	•	•	•	•	4.4	2.3	15.0
Salaries and Wages	8	18.9	•	•	30.0	18.3	13.9	11.3	16.7	22.3	15.2	15.5	23.9	19.0
Taxes Paid	9	3.2	•	•	4.6	2.6	3.5	2.2	2.7	3.5	2.7	2.5	3.8	3.2
Interest Paid	10	22.8	•	•	2.3	7.7	12.4	34.3	21.1	21.4	15.4	28.1	12.7	23.2
Depreciation, Depletion, Amortization	11	2.2	•	•	4.0	2.1	1.1	1.1	1.6	1.5	3.5	17.1	1.6	2.1
Pensions and Other Benefits	12	2.0	•	•	•	0.4	1.4	0.9	1.2	1.5	1.9	0.6	1.6	2.0
Other	13	28.3	•	•	57.3	44.1	43.0	37.0	36.5	32.1	27.6	45.7	28.1	27.4
Officers Compensation	14	1.0	•	•	10.7	9.0	8.7	4.6	9.0	10.9	6.6	1.8	2.6	0.5
Operating Margin	15	7.9	•	•	•	15.8	16.1	8.6	11.2	6.8	27.2	•	23.6	7.6
Oper. Margin Before Officers Compensation	16	8.9	•	•	1.9	24.8	24.7	13.2	20.2	17.7	33.8	•	26.2	8.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	27507	•	•	105	178	544	1592	5495	13500	35426	45831	115856	7105422
Inventories	18	2359	•	•	•	•	•	•	•	•	•	•	398	643429
Net Property, Plant and Equipment	19	414	•	•	14	20	18	118	141	308	1391	516	2383	97885
Total Assets	20	49459	•	•	140	400	755	2085	6152	15702	38318	67744	145844	12988942

Notes and Loans Payable **21**	14548	•	•	84	276	308	1009	4211	10624	20733	48574	89673	3665530
All Other Liabilities **22**	26192	•	•	13	21	87	423	1070	2366	9511	-334	14824	7079352
Net Worth **23**	8719	•	•	43	103	360	652	871	2712	8074	19505	41347	2244059

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	7.0	1.9	2.9	2.0	1.8	1.9	2.7	2.1	2.1	1.2
Quick Ratio **25**	1.1	•	•	6.4	1.3	2.9	2.0	1.7	1.8	2.6	1.9	2.0	1.1
Net Sales to Working Capital **26**	1.1	•	•	1.0	0.9	0.6	1.0	0.7	0.6	0.5	0.4	0.6	1.2
Coverage Ratio **27**	1.3	•	•	•	3.0	2.3	1.3	1.5	1.3	2.8	0.5	2.9	1.3
Total Asset Turnover **28**	0.1	•	•	0.8	0.3	0.3	0.4	0.3	0.3	0.3	0.2	0.3	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.7	•	•	2.2	2.9	1.1	2.2	6.1	4.8	3.8	2.5	2.5	4.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	82.4	•	•	69.1	74.3	52.3	68.7	85.9	82.7	78.9	71.2	71.7	82.7
Return on Assets **33**	3.8	•	•	•	7.9	8.3	17.5	8.7	7.2	11.9	2.1	10.4	3.6
Return on Equity **34**	3.3	•	•	•	16.9	9.4	9.1	19.1	7.1	32.6	•	16.4	2.9
Return Before Interest on Equity **35**	21.4	•	•	•	30.6	17.4	•	•	•	•	7.4	•	20.5
Profit Margin, Before Income Tax **36**	7.1	•	•	•	15.5	16.1	8.6	11.2	6.8	27.2	•	23.4	6.7
Profit Margin, After Income Tax **37**	4.6	•	•	•	12.8	15.4	7.0	10.1	4.8	24.5	•	16.2	4.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	15.6	2.5	4.9	2.6	8.6	5.2	2.5	5.1	3.7	13.7
Operating Margin (%) **39**	3.3	•	9.3	5.7	3.6	4.7	6.8	7.9	12.5	7.9
Oper. Margin Before Officers Comp. (%) **40**	6.3	2.1	11.5	8.4	4.6	5.4	8.2	9.8	14.3	8.9
Average Net Receivables ($) **41**	3327	3891	4456	5016	13623	19368	12994	13973	23404	27507
Average Inventories ($) **42**	49	13	3	3	42	868	742	1060	17	2359
Average Net Worth ($) **43**	676	851	1500	1569	6025	7874	4948	5656	10397	8719
Current Ratio (x1) **44**	1.7	1.6	2.3	2.0	1.2	1.3	1.6	1.8	1.9	1.2
Quick Ratio (x1) **45**	1.7	1.5	1.9	1.6	1.0	1.1	1.5	1.6	1.8	1.1
Coverage Ratio (x1) **46**	1.1	1.0	1.3	1.2	1.1	1.1	1.2	1.3	1.5	1.3
Asset Turnover (x1) **47**	0.3	0.2	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.1
Total Liabilities/Net Worth (x1) **48**	5.9	5.9	4.8	4.6	4.5	4.7	4.0	3.8	2.9	4.7
Return on Assets (x1) **49**	10.4	9.4	10.4	9.7	6.2	9.3	9.0	7.2	6.0	3.8
Return on Equity (%) **50**	3.7	•	10.5	5.3	1.7	3.2	4.3	4.5	5.7	3.3

Personal Credit Institutions

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2215	•	•	403	430	417	528	90	33	20	8	11	10
Revenues ($ in Thousands)														
Net Sales	2	11866601	•	•	58441	54089	71585	195794	92008	61643	90837	50991	174401	11006420
Portfolio Income	3	4807947	•	•	6147	1850	5569	81347	18141	36826	74941	37926	270279	4274923
Other Revenues	4	2178193	•	•	2158	16723	32301	185555	20992	13346	48713	5363	16487	1836369
Total Revenues	5	18852741	•	•	66746	72662	109455	462696	131141	111815	214491	94280	461167	17117712
Average Total Revenues	6	8511	•	•	166	169	262	876	1457	3388	10725	11785	41924	1711771
Operating Costs/Operating Income (%)														
Cost of Operations	7	16.0	•	•	•	•	•	•	•	•	•	6.5	2.3	17.5
Salaries and Wages	8	19.9	•	•	26.1	17.2	15.4	9.9	15.1	17.4	15.2	9.7	23.9	20.3
Taxes Paid	9	3.6	•	•	4.6	2.3	3.6	2.0	2.2	3.3	2.7	2.1	3.8	3.7
Interest Paid	10	19.9	•	•	0.8	7.8	10.5	35.7	20.6	23.9	15.4	27.8	12.7	19.9
Depreciation, Depletion, Amortization	11	2.0	•	•	2.8	2.1	1.2	0.7	1.5	1.2	3.5	2.6	1.6	2.1
Pensions and Other Benefits	12	2.0	•	•	•	•	1.4	0.8	1.4	1.1	1.9	0.5	1.6	2.1
Other	13	25.3	•	•	44.7	43.2	40.7	30.2	33.9	25.8	27.6	23.8	28.1	24.7
Officers Compensation	14	0.9	•	•	14.4	9.3	6.9	4.6	8.7	8.3	6.6	1.7	2.6	0.4
Operating Margin	15	10.5	•	•	6.7	18.1	20.4	16.2	16.6	19.2	27.2	25.4	23.6	9.5
Oper. Margin Before Officers Compensation	16	11.4	•	•	21.1	27.4	27.3	20.9	25.3	27.5	33.8	27.1	26.2	9.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	41151	•	•	61	173	543	1607	5657	14888	35426	53780	115856	8654605
Inventories	18	3763	•	•	•	•	•	•	•	•	•	•	398	833099
Net Property, Plant and Equipment	19	421	•	•	5	21	22	88	134	184	1391	352	2383	79046
Total Assets	20	66889	•	•	102	422	803	2016	6182	15712	38318	64397	145844	14255679

Notes and Loans Payable **21**	17523	•	•	13	273	286	957	4257	10943	20733	49132	89673	3551181
All Other Liabilities **22**	36511	•	•	8	14	79	422	1057	1549	9511	9284	14824	8003401
Net Worth **23**	12854	•	•	81	135	438	637	869	3221	8074	5981	41347	2701097

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	4.5	1.6	3.2	2.1	1.9	1.9	2.7	1.9	2.1	1.2
Quick Ratio **25**	1.1	•	•	3.5	0.9	3.2	2.1	1.9	1.9	2.6	1.9	2.0	1.0
Net Sales to Working Capital **26**	1.1	•	•	2.3	1.3	0.6	1.0	0.5	0.5	0.5	0.4	0.6	1.2
Coverage Ratio **27**	1.5	•	•	9.9	3.3	3.0	1.5	1.8	1.8	2.8	1.9	2.9	1.4
Total Asset Turnover **28**	0.1	•	•	1.6	0.4	0.3	0.4	0.2	0.2	0.3	0.2	0.3	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.2	•	•	0.3	2.1	0.8	2.2	6.1	3.9	3.8	9.8	2.5	4.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.8	•	•	20.6	68.1	45.4	68.4	86.0	79.5	78.9	90.7	71.7	81.1
Return on Assets **33**	3.7	•	•	12.2	10.2	10.1	22.6	8.8	9.3	11.9	9.7	10.4	3.4
Return on Equity **34**	4.3	•	•	11.7	18.9	11.8	19.9	25.5	16.5	32.6	•	16.4	3.5
Return Before Interest on Equity **35**	19.5	•	•	15.4	32.1	18.5	•	•	•	•	•	•	17.9
Profit Margin, Before Income Tax **36**	9.5	•	•	6.7	17.8	20.4	16.2	16.6	19.2	27.2	25.4	23.4	8.4
Profit Margin, After Income Tax **37**	6.5	•	•	5.7	15.0	19.7	14.5	15.2	15.7	24.5	20.7	16.2	5.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	16.6	5.7	5.2	2.7	8.8	5.4	2.6	5.1	3.7	16.0
Operating Margin (%) **39**	5.2	14.2	11.1	7.9	4.1	5.1	7.8	9.0	13.5	10.5
Oper. Margin Before Officers Comp. (%) **40**	8.0	20.2	13.3	10.5	5.2	5.7	9.2	10.8	15.1	11.4
Average Net Receivables ($) **41**	3834	1640	4836	5711	23447	26873	17519	17660	32153	41151
Average Inventories ($) **42**	64	16	0	1	74	1235	1046	1385	24	3763
Average Net Worth ($) **43**	852	466	1635	1801	10646	11124	6899	7256	14407	12854
Current Ratio (×1) **44**	1.8	1.6	2.4	2.0	1.2	1.3	1.6	1.8	1.9	1.2
Quick Ratio (×1) **45**	1.7	1.4	2.0	1.6	1.0	1.1	1.4	1.6	1.7	1.1
Coverage Ratio (×1) **46**	1.2	1.7	1.4	1.2	1.1	1.1	1.2	1.3	1.5	1.5
Asset Turnover (×1) **47**	0.3	0.3	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.1
Operating Leverage **48**	1.0	2.7	0.8	0.7	0.5	1.2	1.5	1.2	1.5	0.8
Financial Leverage **49**	1.1	3.3	0.7	0.7	0.5	1.1	1.7	1.4	1.7	0.9
Total Leverage **50**	1.1	8.8	0.5	0.5	0.2	1.3	2.7	1.6	2.5	0.7

Business Credit Institutions

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2165	•	•	9	417	287	309	109	56	17	18	37	79
Revenues ($ in Thousands)														
Net Sales	2	8599715	•	•	27593	59906	58663	134099	139973	130699	14952	65264	1486595	6473691
Portfolio Income	3	12807313	•	•	17	4374	6737	9962	16348	51235	19961	74488	314421	12295098
Other Revenues	4	1592453	•	•	1	28005	2059	18771	27176	56199	61281	14478	83131	1298004
Total Revenues	5	22999481	•	•	27611	92285	67459	162832	183497	238133	96194	154230	1884147	20066793
Average Total Revenues	6	10623	•	•	3068	221	235	527	1683	4252	5658	8568	50923	254010
Operating Costs/Operating Income (%)														
Cost of Operations	7	1.3	•	•	•	0.2	55.5	2.2	0.8	3.3	1.2	26.0	0.2	1.0
Salaries and Wages	8	9.3	•	•	2.0	8.5	6.7	7.4	8.8	9.3	3.7	4.8	9.4	9.4
Taxes Paid	9	1.5	•	•	1.3	1.5	1.3	2.2	2.3	1.9	1.5	1.1	1.3	1.5
Interest Paid	10	36.6	•	•	1.1	5.9	6.2	16.7	16.7	19.2	33.6	33.8	14.0	39.6
Depreciation, Depletion, Amortization	11	4.3	•	•	0.2	0.5	0.7	4.4	8.2	3.6	25.3	1.3	3.7	4.2
Pensions and Other Benefits	12	1.2	•	•	•	2.1	1.3	2.7	1.2	0.8	0.4	1.2	2.1	1.1
Other	13	35.4	•	•	•	70.6	43.1	46.2	52.0	47.2	28.3	26.2	64.9	32.1
Officers Compensation	14	1.2	•	•	3.5	2.8	6.0	14.3	8.8	9.0	3.1	1.0	1.1	0.9
Operating Margin	15	9.4	•	•	•	8.1	•	4.0	1.2	5.8	2.9	4.6	3.4	10.4
Oper. Margin Before Officers Compensation	16	10.6	•	•	•	10.8	•	18.3	10.0	14.8	6.0	5.6	4.5	11.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	46263	•	•	•	175	302	1008	3392	9123	19886	37373	84842	1198199
Inventories	18	18	•	•	•	•	•	•	•	6	•	465	83	336
Net Property, Plant and Equipment	19	1134	•	•	98	42	107	221	198	536	3425	274	2187	27130
Total Assets	20	79738	•	•	164	372	564	2062	7082	14299	32760	72646	162032	2053636

Notes and Loans Payable **21**	41062	•	•	•	249	375	1804	3940	8994	28636	51542	118610	1030279
All Other Liabilities **22**	30925	•	•	1606	115	128	586	2124	1828	2585	18302	29346	821265
Net Worth **23**	7750	•	•	-1442	8	61	-328	1017	3477	1539	2803	14076	202092

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	0.1	2.3	1.8	2.2	1.3	2.1	1.4	1.0	1.2	1.2
Quick Ratio **25**	0.9	•	•	•	2.3	1.3	1.7	1.1	1.8	1.4	0.9	1.1	0.9
Net Sales to Working Capital **26**	1.1	•	•	•	1.9	1.2	0.6	1.6	0.7	1.0	5.9	3.6	1.1
Coverage Ratio **27**	1.3	•	•	•	2.4	•	1.2	1.1	1.3	1.1	1.1	1.2	1.3
Total Asset Turnover **28**	0.1	•	•	•	0.6	0.4	0.3	0.2	0.3	0.2	0.1	0.3	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	9.3	•	•	•	44.8	8.3	•	6.0	3.1	20.3	24.9	10.5	9.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	90.3	•	•	•	97.8	89.3	•	85.6	75.7	95.3	96.2	91.3	90.2
Return on Assets **33**	6.1	•	•	•	8.3	•	5.3	4.3	7.4	6.3	4.5	5.4	6.2
Return on Equity **34**	8.3	•	•	•	•	•	•	0.7	5.5	2.5	4.9	7.1	8.5
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	29.7	30.3	•	•	•	•
Profit Margin, Before Income Tax **36**	9.3	•	•	•	8.1	•	4.0	1.2	5.6	2.9	4.5	3.2	10.3
Profit Margin, After Income Tax **37**	6.1	•	•	•	7.8	•	3.8	0.4	4.5	0.7	1.6	2.0	6.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	7.4	6.2	8.6	3.3	1.7	0.6	14.5	2.5	2.2	1.3
Operating Margin (%) **39**	•	•	4.6	6.4	2.2	3.1	•	3.4	3.5	9.4
Oper. Margin Before Officers Comp. (%) **40**	•	•	7.1	8.2	3.4	4.3	0.7	5.3	5.0	10.6
Average Net Receivables ($) **41**	14796	9100	11881	13614	22285	38040	23028	26595	40372	46263
Average Inventories ($) **42**	41	8	28	14	5	0	0	7	8	18
Average Net Worth ($) **43**	1235	793	832	926	1489	2454	1378	2070	3910	7750
Current Ratio (x1) **44**	1.1	1.2	1.0	1.1	1.1	1.1	1.1	1.1	1.2	1.2
Quick Ratio (x1) **45**	1.1	1.2	0.9	1.1	1.0	0.9	1.0	1.0	1.0	0.9
Coverage Ratio (x1) **46**	1.0	1.0	1.1	1.1	1.0	1.1	1.0	1.1	1.1	1.3
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	18.3	17.6	25.9	20.2	22.1	25.9	23.8	18.2	14.2	9.3
Return on Assets (x1) **49**	6.9	7.2	6.6	6.3	7.7	7.4	6.4	5.2	5.0	6.1
Return on Equity (%) **50**	•	•	9.5	9.9	3.1	4.7	•	3.9	2.5	8.3

Business Credit Institutions

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	992	•	•	•	113	95	181	52	40	14	12	27	58
Revenues ($ in Thousands)														
Net Sales	2	8264212	•	•	•	41354	45774	103263	90092	105566	14216	60448	1426704	6368600
Portfolio Income	3	12026242	•	•	•	4305	61	4016	10583	38334	10111	44036	220213	11683476
Other Revenues	4	1368589	•	•	•	28003	1162	16384	39262	31327	60658	14225	82777	1090654
Total Revenues	5	21659043	•	•	•	73662	46997	123663	139937	175227	84985	118709	1729694	19142730
Average Total Revenues	6	21834	•	•	•	652	495	683	2691	4381	6070	9892	64063	330047
Operating Costs/Operating Income (%)														
Cost of Operations	7	1.4	•	•	•	0.2	79.6	2.9	1.1	4.4	1.3	33.7	0.2	1.1
Salaries and Wages	8	9.6	•	•	•	6.9	•	7.6	8.3	9.5	4.1	6.2	10.1	9.7
Taxes Paid	9	1.5	•	•	•	1.4	0.7	1.8	1.4	2.1	1.7	1.4	1.1	1.5
Interest Paid	10	35.3	•	•	•	6.0	0.5	16.5	12.5	21.5	28.1	22.3	10.1	38.3
Depreciation, Depletion, Amortization	11	4.0	•	•	•	0.5	0.5	2.7	2.9	4.4	28.2	0.8	2.5	4.0
Pensions and Other Benefits	12	1.2	•	•	•	2.6	0.9	3.2	1.2	0.7	0.5	1.6	2.3	1.1
Other	13	35.3	•	•	•	54.5	5.1	34.4	37.1	33.7	24.5	14.2	67.6	32.6
Officers Compensation	14	1.1	•	•	•	1.8	5.3	16.4	8.4	5.5	3.1	1.3	1.1	0.9
Operating Margin	15	10.8	•	•	•	26.1	7.6	14.7	27.1	18.2	8.6	18.5	5.1	11.0
Oper. Margin Before Officers Compensation	16	11.9	•	•	•	27.9	12.8	31.1	35.5	23.7	11.7	19.8	6.1	11.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	89903	•	•	•	160	239	1271	3048	10614	16788	42959	85560	1470162
Inventories	18	36	•	•	•	•	•	•	•	9	•	697	•	457
Net Property, Plant and Equipment	19	2076	•	•	•	146	317	149	337	712	4158	214	2979	31003
Total Assets	20	155313	•	•	•	388	590	2379	6799	14400	30943	70184	163792	2532946

Notes and Loans Payable **21**	75426	•	•	•	181	235	1110	3647	9172	25844	50534	111121	1207826
All Other Liabilities **22**	63579	•	•	•	111	15	678	508	1367	2735	16297	33820	1063883
Net Worth **23**	16308	•	•	•	97	339	590	2645	3861	2363	3353	18851	261237

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	•	•	1.1	1.1	2.2	3.3	2.8	1.3	1.0	1.1	1.2
Quick Ratio **25**	0.9	•	•	•	1.1	1.1	1.8	2.5	2.3	1.3	0.9	1.0	0.9
Net Sales to Working Capital **26**	1.2	•	•	•	35.2	22.9	0.6	0.8	0.5	1.4	•	4.8	1.1
Coverage Ratio **27**	1.3	•	•	•	5.4	•	1.9	3.2	1.8	1.3	1.8	1.5	1.3
Total Asset Turnover **28**	0.2	•	•	•	1.7	0.8	0.3	0.4	0.3	0.2	0.2	0.4	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	8.5	•	•	•	3.0	0.7	3.0	1.6	2.7	12.1	19.9	7.7	8.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	89.5	•	•	•	75.0	42.5	75.2	61.1	73.2	92.4	95.2	88.5	89.7
Return on Assets **33**	6.5	•	•	•	•	6.7	9.0	15.7	12.0	7.2	5.8	5.9	6.4
Return on Equity **34**	9.9	•	•	•	•	10.4	16.7	26.5	18.6	15.8	•	11.9	9.3
Return Before Interest on Equity **35**	•	•	•	•	•	11.7	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	10.8	•	•	•	26.1	7.6	14.7	27.1	17.9	8.6	18.5	4.9	11.0
Profit Margin, After Income Tax **37**	7.4	•	•	•	25.8	7.1	14.4	26.1	16.4	6.1	14.7	3.5	7.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	6.5	9.6	9.5	2.7	2.5	0.5	17.6	2.6	2.1	1.4
Operating Margin (%) **39**	6.2	5.6	7.4	11.5	7.7	4.8	4.7	6.6	8.4	10.8
Oper. Margin Before Officers Comp. (%) **40**	7.6	7.0	9.9	13.5	9.6	6.0	5.8	8.5	10.0	11.9
Average Net Receivables ($) **41**	19593	13799	11270	14605	21853	66691	32441	40096	64037	89903
Average Inventories ($) **42**	52	14	20	9	8	0	0	12	15	36
Average Net Worth ($) **43**	2007	916	1067	1280	1386	4539	2007	3451	5797	16308
Current Ratio (x1) **44**	1.1	1.1	1.0	1.1	1.1	1.1	1.1	1.1	1.2	1.2
Quick Ratio (x1) **45**	1.1	1.1	0.9	1.1	1.0	1.0	1.0	1.1	1.0	0.9
Coverage Ratio (x1) **46**	1.1	1.1	1.1	1.2	1.1	1.1	1.1	1.1	1.2	1.3
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.2
Operating Leverage **48**	0.6	0.9	1.3	1.6	0.7	0.6	1.0	1.4	1.3	1.3
Financial Leverage **49**	0.9	0.8	1.5	1.5	0.6	0.6	1.4	1.5	1.2	1.4
Total Leverage **50**	0.6	0.8	2.0	2.3	0.4	0.4	1.3	2.2	1.6	1.8

Other Credit Agencies

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	19727	2885	8925	2505	1596	1202	1543	370	259	123	103	104	114
Revenues ($ in Thousands)														
Net Sales	2	35084405	251123	1374341	564800	352371	481649	1010826	1011406	637448	746631	395377	730996	27527435
Portfolio Income	3	47299251	203123	18446	14099	16499	29057	119950	121250	227277	221004	396365	1239435	44692748
Other Revenues	4	4027744	41248	15908	11961	2942	24409	167073	79896	231569	363061	150790	376343	2562542
Total Revenues	5	86411400	495494	1408695	590860	371812	535115	1297849	1212552	1096294	1330696	942532	2346774	74782725
Average Total Revenues	6	4380	172	158	236	233	445	841	3277	4233	10819	9151	22565	655989
Operating Costs/Operating Income (%)														
Cost of Operations	7	11.3	4.1	21.2	11.7	5.7	7.5	8.1	8.5	5.1	8.2	0.7	1.8	11.9
Salaries and Wages	8	7.5	19.0	17.0	25.7	23.5	29.5	21.3	21.4	22.8	24.0	20.1	18.9	5.4
Taxes Paid	9	1.1	4.2	3.5	4.3	4.4	4.1	3.8	3.2	3.7	2.9	3.2	2.5	0.8
Interest Paid	10	41.6	27.8	1.9	1.3	4.5	4.5	11.9	12.4	19.0	15.1	26.9	33.6	45.4
Depreciation, Depletion, Amortization	11	2.1	6.4	1.5	2.3	3.2	2.5	3.8	2.5	3.4	6.6	6.1	6.9	1.7
Pensions and Other Benefits	12	1.1	1.6	1.3	1.0	2.4	2.2	2.0	1.2	2.0	1.9	1.9	2.0	1.0
Other	13	25.2	56.2	33.8	26.9	40.8	31.9	39.7	42.4	36.9	35.0	29.0	29.9	23.6
Officers Compensation	14	1.7	6.5	16.0	13.6	15.3	10.7	9.7	6.0	6.5	6.7	4.5	4.0	0.7
Operating Margin	15	8.5	•	3.9	13.3	0.4	7.3	•	2.5	0.7	•	7.7	0.5	9.6
Oper. Margin Before Officers Compensation	16	10.2	•	19.9	26.8	15.7	17.9	9.5	8.5	7.2	6.3	12.2	4.4	10.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10064	•	2	21	74	201	868	2352	7132	16139	38801	82207	1574645
Inventories	18	2	•	•	•	•	•	•	8	1	•	1	63	218
Net Property, Plant and Equipment	19	274	•	9	25	53	50	223	474	516	1535	1084	4329	32561
Total Assets	20	41455	•	37	170	381	679	2385	6892	15300	35806	69665	164743	6813150

Notes and Loans Payable **21**	27183	•	16	74	187	304	1388	4011	10571	20912	44211	122479	4465147
All Other Liabilities **22**	11350	•	4	5	46	129	453	1419	2431	6366	14726	20241	1906681
Net Worth **23**	2922	•	18	91	148	246	543	1462	2298	8528	10728	22023	441321

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	3.5	2.2	2.1	1.7	1.4	1.1	1.2	1.3	1.1	1.1	0.9
Quick Ratio **25**	0.8	•	3.1	2.0	1.9	1.6	1.2	0.8	1.0	1.0	1.0	1.0	0.7
Net Sales to Working Capital **26**	•	•	11.5	5.3	3.1	2.9	2.2	9.7	2.4	2.2	5.2	4.0	•
Coverage Ratio **27**	1.2	0.1	3.1	11.5	1.1	2.6	1.0	1.2	1.0	1.0	1.3	1.0	1.2
Total Asset Turnover **28**	0.1	•	4.3	1.4	0.6	0.7	0.4	0.5	0.3	0.3	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	13.2	•	1.1	0.9	1.6	1.8	3.4	3.7	5.7	3.2	5.5	6.5	14.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	93.0	•	52.4	46.6	61.3	63.8	77.2	78.8	85.0	76.2	84.6	86.6	93.5
Return on Assets **33**	5.2	•	24.6	20.1	2.9	7.7	4.1	7.1	5.5	4.4	4.5	4.7	5.2
Return on Equity **34**	7.2	•	33.4	34.1	•	11.4	•	3.4	•	•	4.0	•	8.3
Return Before Interest on Equity **35**	•	•	•	•	7.6	21.2	17.9	33.2	•	18.6	29.4	•	•
Profit Margin, Before Income Tax **36**	7.7	•	3.9	13.3	0.3	7.3	•	2.5	0.7	•	7.7	0.9	8.7
Profit Margin, After Income Tax **37**	4.8	•	3.7	13.2	•	6.3	•	1.5	•	•	4.7	•	5.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	6.4	58.4	55.7	58.1	43.5	41.8	54.0	12.8	15.5	11.3
Operating Margin (%) **39**	0.6	0.3	2.4	2.6	5.0	4.8	2.8	7.9	9.4	8.5
Oper. Margin Before Officers Comp. (%) **40**	2.3	1.2	3.6	3.4	6.0	5.7	3.7	10.3	11.5	10.2
Average Net Receivables ($) **41**	3388	3742	4168	3739	4129	7526	6973	7040	8376	10064
Average Inventories ($) **42**	31	35	33	45	13	24	15	72	11	2
Average Net Worth ($) **43**	1326	1643	1761	1458	1649	2803	2775	2677	3298	2922
Current Ratio (×1) **44**	0.7	0.7	0.8	0.8	0.9	1.0	0.9	1.0	0.9	0.9
Quick Ratio (×1) **45**	0.7	0.6	0.6	0.7	0.7	0.8	0.8	0.8	0.7	0.8
Coverage Ratio (×1) **46**	1.0	1.0	1.1	1.1	1.2	1.2	1.1	1.2	1.3	1.2
Asset Turnover (×1) **47**	0.2	0.3	0.3	0.3	0.2	0.2	0.3	0.2	0.1	0.1
Total Liabilities/Net Worth (×1) **48**	9.6	9.5	9.9	11.0	10.8	10.9	10.3	11.4	11.4	13.2
Return on Assets (×1) **49**	6.8	6.8	5.9	7.3	8.4	7.0	7.0	6.1	6.0	5.2
Return on Equity (%) **50**	•	•	2.2	4.6	8.7	7.6	5.0	8.4	10.0	7.2

Other Credit Agencies

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9986	819	4205	1544	947	792	1024	206	154	72	72	73	78
Revenues ($ in Thousands)														
Net Sales	2	25864988	105635	810576	439831	218937	310443	584329	603403	339726	427782	264330	437472	21322524
Portfolio Income	3	44834813	22811	17618	12964	8390	18578	94206	64422	155986	106955	315532	806223	43211128
Other Revenues	4	2941999	20724	15003	11951	1378	19783	79339	37852	113067	153718	80619	212731	2195834
Total Revenues	5	73641800	149170	843197	464746	228705	348804	757874	705677	608779	688455	660481	1456426	66729486
Average Total Revenues	6	7375	182	201	301	242	440	740	3426	3953	9562	9173	19951	855506
Operating Costs/Operating Income (%)														
Cost of Operations	7	5.0	9.4	15.0	1.5	9.2	7.8	2.3	8.5	3.1	10.6	0.9	2.0	5.0
Salaries and Wages	8	6.5	5.3	15.2	25.2	13.4	28.8	15.9	15.1	17.7	17.8	16.9	13.7	5.4
Taxes Paid	9	1.0	3.4	3.1	4.5	4.2	3.4	3.7	2.5	2.7	2.6	2.9	2.3	0.8
Interest Paid	10	45.7	4.9	2.6	0.2	5.4	3.9	11.3	8.7	17.3	15.4	26.5	31.9	48.9
Depreciation, Depletion, Amortization	11	1.6	5.8	1.4	1.8	2.8	2.7	3.0	1.6	2.6	6.1	3.2	5.5	1.4
Pensions and Other Benefits	12	1.1	2.5	1.9	1.2	1.7	1.3	1.8	1.2	1.9	1.9	1.9	1.9	1.1
Other	13	25.7	39.9	30.9	30.4	29.3	26.9	31.7	43.4	31.3	24.5	25.0	26.9	25.3
Officers Compensation	14	1.4	15.0	16.0	15.2	17.1	7.4	9.7	6.5	5.8	5.8	5.1	3.2	0.7
Operating Margin	15	11.9	14.0	13.9	20.0	17.0	18.0	20.7	12.6	17.8	15.4	17.6	12.7	11.5
Oper. Margin Before Officers Compensation	16	13.4	29.0	29.9	35.2	34.2	25.4	30.4	19.1	23.6	21.2	22.7	15.9	12.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	18886	•	0	2	55	241	988	2571	9245	19333	46386	103408	2219343
Inventories	18	1	•	•	•	•	•	•	•	•	•	1	0	107
Net Property, Plant and Equipment	19	431	•	10	36	43	36	207	184	300	1465	783	4498	43017
Total Assets	20	77862	•	41	186	392	683	2394	6759	15524	34701	68536	163964	9622143

Notes and Loans Payable **21**	50783	•	12	44	188	275	1287	3644	9734	19233	42749	113914	6285345
All Other Liabilities **22**	21641	•	4	6	41	186	326	1535	2642	5580	10352	23095	2717977
Net Worth **23**	5439	•	25	137	163	222	781	1580	3148	9888	15435	26956	618822

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	6.1	3.2	1.7	1.7	1.7	1.2	1.4	1.4	1.2	1.1	0.9
Quick Ratio **25**	0.8	•	6.0	3.2	1.4	1.7	1.4	0.9	1.3	1.2	1.2	1.1	0.7
Net Sales to Working Capital **26**	•	•	10.9	5.1	4.4	2.6	1.3	4.5	1.2	1.3	1.0	1.8	•
Coverage Ratio **27**	1.3	3.9	6.5	•	4.2	5.7	2.8	2.5	2.0	2.0	1.7	1.4	1.2
Total Asset Turnover **28**	0.1	•	4.9	1.6	0.6	0.7	0.3	0.5	0.3	0.3	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	13.3	•	0.6	0.4	1.4	2.1	2.1	3.3	3.9	2.5	3.5	5.1	14.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	93.0	•	38.1	26.6	58.4	67.5	67.4	76.6	79.7	71.5	77.5	83.6	93.6
Return on Assets **33**	5.4	•	•	32.7	13.7	14.1	9.9	10.8	8.9	8.5	5.9	5.5	5.3
Return on Equity **34**	10.5	•	•	•	22.4	32.9	16.9	23.8	18.5	12.2	7.9	6.7	9.8
Return Before Interest on Equity **35**	•	•	•	•	33.0	•	30.2	•	•	29.8	26.2	33.5	•
Profit Margin, Before Income Tax **36**	11.1	14.0	13.9	20.0	16.9	18.0	20.6	12.6	17.8	15.4	17.6	13.4	10.6
Profit Margin, After Income Tax **37**	7.7	11.8	13.6	19.9	15.1	16.6	17.8	11.0	14.7	12.6	13.3	9.1	7.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	5.4	69.5	59.0	60.4	44.2	43.2	55.3	4.9	16.4	5.0
Operating Margin (%) **39**	6.4	1.9	4.3	4.0	6.2	5.5	3.6	10.5	11.2	11.9
Oper. Margin Before Officers Comp. (%) **40**	8.5	2.6	5.1	4.7	6.9	6.3	4.5	12.8	13.1	13.4
Average Net Receivables ($) **41**	4885	5339	8047	7922	7058	16973	16396	12200	13300	18886
Average Inventories ($) **42**	40	47	12	39	15	13	30	20	16	1
Average Net Worth ($) **43**	2166	2423	3549	3381	3110	6937	6954	4750	5226	5439
Current Ratio (×1) **44**	0.9	0.9	0.7	0.8	0.9	1.0	0.9	1.0	0.9	0.9
Quick Ratio (×1) **45**	0.8	0.7	0.6	0.6	0.7	0.8	0.8	0.8	0.8	0.8
Coverage Ratio (×1) **46**	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.3	1.3	1.3
Asset Turnover (×1) **47**	0.2	0.5	0.3	0.3	0.2	0.2	0.3	0.1	0.1	0.1
Operating Leverage **48**	1.3	0.3	2.3	1.0	1.5	0.9	0.7	2.9	1.1	1.1
Financial Leverage **49**	1.0	0.9	1.0	1.1	1.1	1.0	0.9	1.4	1.2	0.8
Total Leverage **50**	1.3	0.3	2.2	1.0	1.6	0.9	0.6	4.1	1.3	0.9

Security Brokers, Dealers, and Flotation Companies

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8981	103	5172	1146	898	353	805	171	104	60	45	39	85
Revenues ($ in Thousands)														
Net Sales	2	31939609	472812	801747	430825	751327	431336	1584191	657432	969485	572884	1045781	839971	23381818
Portfolio Income	3	35115401	51253	2833	3322	19651	8913	50841	34095	60482	87868	140201	297854	34358092
Other Revenues	4	8358038	28012	4837	1002	48252	25864	307946	250720	399012	97610	221348	196165	6777266
Total Revenues	5	75413048	552077	809417	435149	819230	466113	1942978	942247	1428979	758362	1407330	1333990	64517176
Average Total Revenues	6	8397	5360	156	380	912	1320	2414	5510	13740	12639	31274	34205	759026
Operating Costs/Operating Income (%)														
Cost of Operations	7	3.8	1.1	•	1.5	18.7	7.9	1.0	2.5	15.3	2.4	3.2	0.6	3.6
Salaries and Wages	8	19.5	36.3	23.0	11.4	24.4	17.1	29.7	29.2	26.5	27.9	32.5	27.0	18.1
Taxes Paid	9	2.1	5.3	3.9	2.1	3.1	3.2	3.3	3.4	3.0	3.7	4.0	3.6	1.8
Interest Paid	10	37.4	5.0	0.1	0.3	0.8	0.8	1.3	4.0	1.9	4.5	4.8	18.8	42.9
Depreciation, Depletion, Amortization	11	1.5	2.6	1.4	0.6	0.7	0.6	1.0	1.0	1.1	1.2	1.8	3.0	1.5
Pensions and Other Benefits	12	1.4	4.2	2.6	1.3	0.7	1.7	2.0	1.5	1.9	2.4	3.0	2.9	1.3
Other	13	23.3	49.3	42.9	78.8	42.0	61.7	36.8	48.9	27.5	34.0	29.1	34.0	20.6
Officers Compensation	14	4.3	6.3	17.3	8.5	8.1	8.9	24.3	15.2	20.0	15.8	12.9	10.6	2.4
Operating Margin	15	6.9	•	8.8	•	1.7	•	0.7	•	2.8	8.2	8.9	•	7.8
Oper. Margin Before Officers Compensation	16	11.1	•	26.1	4.1	9.8	6.9	25.0	9.6	22.8	23.9	21.8	10.2	10.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	16663	•	2	16	88	177	387	771	3253	7975	17265	37222	1717541
Inventories	18	16	•	•	•	•	•	0	•	24	878	676	156	603
Net Property, Plant and Equipment	19	467	•	3	9	18	21	145	257	593	670	1482	3011	43521
Total Assets	20	77862	•	27	152	367	742	2179	7477	15385	34358	72441	156081	8027394

Notes and Loans Payable **21**	6498	•	15	448	59	254	480	1417	1255	9222	16129	30465	639993
All Other Liabilities **22**	67520	•	4	23	90	224	736	2670	7642	14332	33417	88609	7041448
Net Worth **23**	3844	•	8	-318	218	265	963	3390	6489	10803	22896	37007	345953

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	5.2	3.1	2.6	1.7	1.5	0.9	1.3	1.0	1.0	1.1	0.8
Quick Ratio **25**	0.3	•	3.6	2.8	1.8	1.0	1.0	0.7	1.0	0.7	0.7	0.6	0.3
Net Sales to Working Capital **26**	•	•	11.1	7.4	5.1	7.2	5.1	•	6.6	26.0	•	5.1	•
Coverage Ratio **27**	1.2	•	•	•	3.2	•	1.3	•	2.3	2.4	2.8	1.0	1.2
Total Asset Turnover **28**	0.1	•	5.7	2.5	2.5	1.8	1.1	0.7	0.9	0.4	0.4	0.2	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	19.3	•	2.6	•	0.7	1.8	1.3	1.2	1.4	2.2	2.2	3.2	22.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	95.1	•	72.4	•	40.6	64.4	55.8	54.7	57.8	68.6	68.4	76.3	95.7
Return on Assets **33**	4.8	•	•	•	6.1	•	1.8	•	3.8	3.9	5.7	4.2	4.8
Return on Equity **34**	9.3	•	•	5.3	3.5	•	0.2	•	3.0	4.0	7.9	•	11.0
Return Before Interest on Equity **35**	•	•	•	5.0	10.3	•	4.1	•	9.0	12.3	18.1	17.6	•
Profit Margin, Before Income Tax **36**	6.9	•	8.8	•	1.7	•	0.3	•	2.4	6.0	8.5	0.3	7.8
Profit Margin, After Income Tax **37**	4.3	•	8.7	•	0.9	•	•	•	1.4	3.4	5.8	•	5.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	1.0	5.1	10.1	9.1	2.6	5.3	2.1	3.4	4.6	3.8
Operating Margin (%) **39**	4.6	7.6	1.7	1.5	0.8	3.0	5.4	8.0	11.2	6.9
Oper. Margin Before Officers Comp. (%) **40**	11.3	13.4	8.1	7.3	5.2	6.7	9.2	14.5	16.3	11.1
Average Net Receivables ($) **41**	14296	14697	11711	14516	14438	10356	10745	14821	16315	16663
Average Inventories ($) **42**	207	48	3367	167	13	150	106	90	25	16
Average Net Worth ($) **43**	2416	2860	2283	2268	2468	2063	2408	3041	3461	3844
Current Ratio (x1) **44**	0.9	0.9	0.9	0.9	0.8	0.9	0.8	0.8	0.8	0.8
Quick Ratio (x1) **45**	0.6	0.5	0.5	0.5	0.5	0.4	0.4	0.4	0.3	0.3
Coverage Ratio (x1) **46**	1.2	1.3	1.1	1.0	1.0	1.1	1.2	1.3	1.4	1.2
Asset Turnover (x1) **47**	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.1	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	16.0	15.3	17.2	20.2	18.8	19.7	20.2	20.0	21.8	19.3
Return on Assets (x1) **49**	3.6	4.1	3.4	4.0	5.9	7.4	5.1	4.0	3.9	4.8
Return on Equity (%) **50**	4.2	9.0	•	•	•	6.5	10.7	12.6	17.0	9.3

Security Brokers, Dealers, and Flotation Companies

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4811	16	2960	248	632	195	456	84	52	40	31	27	69
Revenues ($ in Thousands)														
Net Sales	2	27781989	284511	686780	159396	498076	200015	1133420	352301	356126	480097	828050	701174	22102043
Portfolio Income	3	31610780	19175	772	44	5572	5114	34700	26540	33431	73235	109775	252664	31049760
Other Revenues	4	7644610	9221	2766	619	60927	23828	171076	235665	306774	93921	175333	172419	6392062
Total Revenues	5	67037379	312907	690318	160059	564575	228957	1339196	614506	696331	647253	1113158	1126257	59543865
Average Total Revenues	6	13934	19557	233	645	893	1174	2937	7316	13391	16181	35908	41713	862955
Operating Costs/Operating Income (%)														
Cost of Operations	7	3.8	1.9	•	•	21.7	16.0	1.4	•	0.4	2.8	0.7	0.7	3.9
Salaries and Wages	8	19.2	21.6	24.6	8.9	27.1	18.6	30.5	17.3	28.8	25.0	31.5	23.7	18.4
Taxes Paid	9	2.1	4.3	4.1	2.0	3.4	2.8	3.1	3.1	4.2	3.7	4.0	3.5	1.9
Interest Paid	10	37.2	1.7	0.2	0.3	0.9	0.1	0.9	2.2	2.1	3.5	4.4	9.1	41.5
Depreciation, Depletion, Amortization	11	1.4	3.1	1.2	0.2	0.6	0.4	0.8	0.5	1.3	1.2	1.8	3.2	1.4
Pensions and Other Benefits	12	1.4	4.3	2.6	2.6	0.4	1.1	1.8	1.1	2.0	2.1	3.0	2.9	1.3
Other	13	21.9	34.3	38.6	61.1	25.2	38.9	25.2	52.1	29.4	32.4	27.0	32.8	20.5
Officers Compensation	14	3.7	7.2	16.1	18.6	7.5	13.5	29.1	13.2	18.0	14.3	13.2	11.2	2.1
Operating Margin	15	9.3	21.7	12.8	6.3	13.3	8.6	7.2	10.6	13.9	14.8	14.7	13.0	9.0
Oper. Margin Before Officers Compensation	16	13.0	28.8	28.8	24.9	20.7	22.1	36.4	23.8	31.9	29.2	27.9	24.2	11.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	26284	•	3	39	65	199	340	939	3156	9774	18393	37592	1796817
Inventories	18	25	•	•	•	•	•	•	•	48	904	796	225	743
Net Property, Plant and Equipment	19	800	•	4	1	14	6	92	106	559	924	1503	3886	51604
Total Assets	20	125900	•	32	137	354	753	2074	7489	14335	33320	73496	157851	8623411

Notes and Loans Payable **21**	10836	•	8	10	55	153	344	644	1178	10375	13597	33582	725043
All Other Liabilities **22**	108532	•	5	27	95	243	618	2519	5673	12677	33352	80498	7500224
Net Worth **23**	6532	•	19	99	204	356	1111	4327	7483	10268	26548	43771	398144

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	5.4	3.1	2.3	2.0	1.9	1.0	1.6	1.1	1.1	1.2	0.8
Quick Ratio **25**	0.3	•	3.4	3.1	1.4	1.2	1.6	0.7	1.4	0.8	0.7	0.8	0.3
Net Sales to Working Capital **26**	•	•	12.3	8.3	5.5	4.8	4.6	•	4.4	17.4	14.7	2.2	•
Coverage Ratio **27**	1.3	13.0	•	•	•	•	8.5	6.2	7.4	4.6	4.3	2.6	1.2
Total Asset Turnover **28**	0.1	•	7.4	4.7	2.5	1.6	1.4	1.0	0.9	0.5	0.5	0.3	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	18.3	•	0.7	0.4	0.7	1.1	0.9	0.7	0.9	2.3	1.8	2.6	20.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	94.8	•	40.8	27.4	42.3	52.7	46.4	42.2	47.8	69.2	63.9	72.3	95.4
Return on Assets **33**	5.2	•	•	31.3	35.5	13.6	11.1	13.2	14.3	7.8	9.2	6.2	5.1
Return on Equity **34**	13.7	•	•	40.0	•	23.2	17.4	17.7	20.3	15.0	14.9	9.2	13.0
Return Before Interest on Equity **35**	•	•	•	•	•	28.7	20.8	22.9	27.4	25.4	25.5	22.4	•
Profit Margin, Before Income Tax **36**	9.3	20.6	12.8	6.3	13.3	8.6	7.0	11.4	13.2	12.6	14.5	14.4	9.0
Profit Margin, After Income Tax **37**	6.4	13.5	12.5	6.2	12.0	7.1	6.6	10.5	11.3	9.5	11.1	9.7	6.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.9	5.5	15.0	5.1	2.1	7.9	2.3	3.5	4.3	3.8
Operating Margin (%) **39**	8.8	10.1	9.3	8.2	5.2	7.0	8.1	9.4	12.8	9.3
Oper. Margin Before Officers Comp. (%) **40**	15.4	16.0	14.9	15.0	10.0	10.4	11.9	15.3	17.6	13.0
Average Net Receivables ($) **41**	21474	26558	6297	18753	17249	18220	16907	21910	25752	26284
Average Inventories ($) **42**	563	92	23	0	10	283	182	139	39	25
Average Net Worth ($) **43**	4040	5074	2613	3322	3070	3642	4369	4415	5655	6532
Current Ratio (×1) **44**	0.9	0.9	0.9	0.9	0.8	1.0	0.8	0.8	0.8	0.8
Quick Ratio (×1) **45**	0.5	0.5	0.4	0.6	0.5	0.4	0.4	0.4	0.3	0.3
Coverage Ratio (×1) **46**	1.3	1.4	1.4	1.4	1.1	1.2	1.3	1.4	1.5	1.3
Asset Turnover (×1) **47**	0.1	0.1	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.1
Operating Leverage **48**	1.1	1.2	0.9	0.9	0.6	1.4	1.2	1.2	1.4	0.7
Financial Leverage **49**	1.0	1.2	1.0	1.0	0.5	1.4	1.3	1.1	1.2	0.6
Total Leverage **50**	1.0	1.3	0.9	0.9	0.3	1.9	1.4	1.3	1.7	0.5

Commodity Contracts Brokers and Dealers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12158	1328	6176	1847	1149	635	748	117	44	27	27	31	29
Revenues ($ in Thousands)														
Net Sales	2	20595770	166509	925092	1443125	338426	1051641	2914998	462457	1678921	506740	788405	1973511	8345945
Portfolio Income	3	1089864	34915	1	3635	3920	6072	160282	6769	13063	23908	61580	101825	673893
Other Revenues	4	1130007	-1115	-2498	-7463	39601	26828	160308	74092	67461	104146	21334	235761	411554
Total Revenues	5	22815641	200309	922595	1439297	381947	1084541	3235588	543318	1759445	634794	871319	2311097	9431392
Average Total Revenues	6	1877	151	149	779	332	1708	4326	4644	39987	23511	32271	74552	325220
Operating Costs/Operating Income (%)														
Cost of Operations	7	15.0	0.6	7.3	•	•	•	55.5	0.3	63.6	30.3	24.2	0.2	0.4
Salaries and Wages	8	15.4	19.0	11.9	20.0	32.9	27.6	8.0	19.9	4.3	16.2	24.2	15.4	16.2
Taxes Paid	9	2.5	2.2	3.4	4.2	3.4	3.2	1.2	2.9	1.0	2.3	1.7	3.2	2.6
Interest Paid	10	4.3	14.9	2.1	0.3	0.4	0.3	4.7	1.4	0.6	3.5	4.0	5.7	5.9
Depreciation, Depletion, Amortization	11	2.5	1.8	0.8	1.1	2.0	1.4	0.6	4.5	1.1	2.3	5.4	5.3	2.9
Pensions and Other Benefits	12	2.1	1.7	3.3	3.3	1.0	2.2	1.1	1.7	0.8	1.9	2.0	1.8	2.6
Other	13	37.4	•	42.1	10.2	32.6	26.8	15.3	47.2	7.3	31.1	28.8	50.3	51.9
Officers Compensation	14	12.1	7.5	15.4	57.7	19.3	35.6	9.1	10.7	18.4	5.0	5.4	9.6	3.6
Operating Margin	15	8.7	•	13.8	3.3	8.4	2.9	4.6	11.4	3.0	7.5	4.4	8.6	13.9
Oper. Margin Before Officers Compensation	16	20.9	•	29.1	61.0	27.7	38.5	13.7	22.1	21.4	12.5	9.8	18.1	17.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	711	•	3	18	42	140	408	1521	4590	9443	9805	20227	228273
Inventories	18	3	•	•	•	•	•	1	•	2	•	5	780	330
Net Property, Plant and Equipment	19	188	•	6	29	39	85	194	533	566	1729	6399	12559	43405
Total Assets	20	4163	•	25	166	336	691	1889	7578	15259	34680	70111	167792	1321330

Notes and Loans Payable **21**	711	•	13	51	120	56	445	606	3502	8273	15402	45903	195684
All Other Liabilities **22**	2769	•	10	20	31	168	495	2354	6834	16643	26459	95670	977383
Net Worth **23**	683	•	2	96	185	467	950	4618	4924	9764	28250	26219	148263

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.9	3.8	2.6	2.3	2.1	1.4	1.5	1.5	1.3	1.2	1.0
Quick Ratio **25**	0.6	•	0.8	2.7	2.2	1.9	1.6	1.1	1.3	1.0	0.7	0.7	0.5
Net Sales to Working Capital **26**	12.7	•	•	11.3	4.0	6.3	8.5	4.4	12.3	2.9	3.4	3.6	•
Coverage Ratio **27**	3.1	•	7.6	10.9	•	11.9	2.0	9.1	5.5	3.1	2.1	2.5	3.4
Total Asset Turnover **28**	0.5	•	5.9	4.7	1.0	2.5	2.3	0.6	2.6	0.7	0.5	0.5	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	5.1	•	12.7	0.7	0.8	0.5	1.0	0.7	2.1	2.6	1.5	5.4	7.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	83.6	•	92.7	42.4	44.8	32.4	49.8	39.1	67.7	71.9	59.7	84.4	88.8
Return on Assets **33**	5.9	•	•	16.9	8.6	7.7	21.1	7.9	9.0	7.5	3.8	6.3	4.9
Return on Equity **34**	16.6	•	•	26.3	14.2	10.2	20.0	9.0	16.7	6.7	3.4	13.5	20.2
Return Before Interest on Equity **35**	•	•	•	29.4	15.6	11.4	•	12.9	27.8	26.5	9.5	•	•
Profit Margin, Before Income Tax **36**	8.8	•	13.8	3.3	8.2	2.9	4.5	11.4	2.8	7.5	4.4	8.4	14.1
Profit Margin, After Income Tax **37**	6.1	•	13.8	3.2	7.9	2.8	4.4	9.0	2.1	2.8	2.9	4.7	9.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	5.0	34.7	47.6	45.0	32.8	61.1	30.8	31.2	15.4	15.0
Operating Margin (%) **39**	5.9	5.3	3.0	4.2	3.8	1.8	3.6	4.4	8.9	8.7
Oper. Margin Before Officers Comp. (%) **40**	16.7	12.2	8.6	10.3	12.4	5.9	11.6	12.6	19.2	20.9
Average Net Receivables ($) **41**	841	777	631	783	762	1059	528	488	742	711
Average Inventories ($) **42**	3	11	22	26	11	50	10	12	18	3
Average Net Worth ($) **43**	237	344	406	532	635	564	485	561	687	683
Current Ratio (x1) **44**	1.0	1.0	1.1	1.1	1.1	1.1	1.1	1.1	1.0	1.1
Quick Ratio (x1) **45**	0.8	0.7	0.6	0.7	0.6	0.7	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	1.4	1.8	1.6	1.6	1.5	1.4	1.6	1.9	3.1	3.1
Asset Turnover (x1) **47**	0.3	0.5	0.5	0.5	0.4	0.7	0.5	0.5	0.5	0.5
Total Liabilities/Net Worth (x1) **48**	8.2	6.2	6.1	5.5	5.0	7.3	5.9	5.6	5.4	5.1
Return on Assets (x1) **49**	6.2	5.3	4.1	6.0	4.8	4.4	4.4	4.5	5.8	5.9
Return on Equity (%) **50**	7.8	8.3	5.7	10.6	6.2	7.3	6.5	9.2	17.0	16.6

Commodity Contracts Brokers and Dealers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7752	685	3769	1347	872	421	484	67	27	15	17	23	24
Revenues ($ in Thousands)														
Net Sales	2	18493531	33451	869696	1424064	73649	920694	2718778	328349	1660600	278664	438265	1621496	8125826
Portfolio Income	3	857490	999	•	2948	3090	4139	24761	3422	9193	23375	49783	85134	650648
Other Revenues	4	928489	509	850	33	39164	17911	54474	30516	64233	99787	27970	194051	398989
Total Revenues	5	20279510	34959	870546	1427045	115903	942744	2798013	362287	1734026	401826	516018	1900681	9175463
Average Total Revenues	6	2616	51	231	1059	133	2239	5781	5407	64223	26788	30354	82638	382311
Operating Costs/Operating Income (%)														
Cost of Operations	7	15.1	•	7.7	•	•	•	64.2	0.5	64.5	•	5.4	•	0.4
Salaries and Wages	8	14.6	16.8	12.6	19.3	5.2	28.7	6.2	12.1	3.8	19.6	29.7	16.1	16.1
Taxes Paid	9	2.4	5.3	3.3	4.1	1.9	2.8	0.9	3.0	0.9	3.2	1.6	3.4	2.6
Interest Paid	10	3.4	1.4	2.2	0.3	1.0	0.2	0.2	0.2	0.2	3.2	4.0	5.0	5.7
Depreciation, Depletion, Amortization	11	2.2	1.8	0.7	1.0	1.6	1.4	0.5	0.8	1.0	3.2	4.9	5.1	2.7
Pensions and Other Benefits	12	2.2	0.4	3.0	3.3	2.6	2.3	1.0	1.7	0.8	2.5	2.1	1.6	2.6
Other	13	36.1	35.9	40.2	9.4	18.9	24.0	12.6	43.1	5.2	43.6	34.8	46.0	51.8
Officers Compensation	14	11.5	30.9	13.5	58.0	18.3	34.1	5.8	11.3	17.4	2.9	3.8	8.5	3.7
Operating Margin	15	12.6	7.6	16.9	4.6	50.6	6.6	8.7	27.3	6.4	21.8	13.8	14.5	14.5
Oper. Margin Before Officers Compensation	16	24.1	38.5	30.4	62.7	68.8	40.7	14.4	38.6	23.8	24.8	17.6	23.0	18.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1027	•	1	15	42	204	567	1612	4527	10865	13050	15653	273507
Inventories	18	1	•	•	•	•	•	1	•	•	•	•	•	398
Net Property, Plant and Equipment	19	251	•	7	34	30	65	148	202	694	2442	5162	16002	51074
Total Assets	20	5699	•	26	160	344	747	1942	7235	15287	39132	70433	168974	1489087

Notes and Loans Payable **21**	837	•	13	52	62	36	154	117	2316	5877	15460	35129	208013
All Other Liabilities **22**	4021	•	13	25	31	227	604	1583	5456	17437	25470	98397	1144217
Net Worth **23**	841	•	0	83	251	485	1184	5534	7515	15818	29502	35448	136857

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.7	3.5	3.1	2.3	2.1	1.8	2.2	1.5	1.7	1.2	1.0
Quick Ratio **25**	0.6	•	0.7	2.3	2.4	2.0	1.9	1.5	1.8	1.1	1.0	0.8	0.5
Net Sales to Working Capital **26**	13.5	•	•	13.6	1.6	6.7	10.2	4.2	10.2	2.8	1.7	4.7	•
Coverage Ratio **27**	4.8	6.4	8.8	•	•	•	•	•	•	7.8	4.5	3.9	3.6
Total Asset Turnover **28**	0.5	•	8.9	6.6	0.4	3.0	3.0	0.8	4.2	0.7	0.4	0.5	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	5.8	•	•	0.9	0.4	0.6	0.6	0.3	1.0	1.5	1.4	3.8	9.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	85.2	•	98.8	48.1	26.9	35.2	39.0	23.5	50.8	59.6	58.1	79.0	90.8
Return on Assets **33**	7.4	•	•	32.4	19.8	20.0	26.2	20.6	26.7	17.1	7.7	9.4	5.3
Return on Equity **34**	29.8	•	•	•	26.0	29.7	•	23.1	•	24.4	11.7	22.9	27.2
Return Before Interest on Equity **35**	•	•	•	•	27.1	30.8	•	26.9	•	•	18.4	•	•
Profit Margin, Before Income Tax **36**	12.7	7.6	16.9	4.6	•	6.5	8.6	27.3	6.2	21.8	13.8	14.3	14.8
Profit Margin, After Income Tax **37**	9.6	5.5	16.8	4.6	•	6.4	8.4	23.6	5.5	14.4	11.4	9.8	9.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	0.5	33.0	36.9	45.6	35.3	63.2	31.6	29.0	13.4	15.1
Operating Margin (%) **39**	14.5	11.2	8.9	8.2	8.4	5.1	8.5	9.9	13.1	12.6
Oper. Margin Before Officers Comp. (%) **40**	24.0	17.4	14.6	14.1	16.3	9.1	15.9	17.8	23.5	24.1
Average Net Receivables ($) **41**	1236	1045	996	993	887	1306	755	770	1206	1027
Average Inventories ($) **42**	2	15	33	13	16	41	15	10	3	1
Average Net Worth ($) **43**	379	600	816	708	928	878	726	871	1070	841
Current Ratio (×1) **44**	1.0	1.1	1.1	1.1	1.1	1.2	1.1	1.1	1.0	1.1
Quick Ratio (×1) **45**	0.8	0.7	0.6	0.6	0.6	0.8	0.6	0.6	0.5	0.6
Coverage Ratio (×1) **46**	1.9	3.1	2.8	2.5	2.4	3.1	2.9	5.1	5.1	4.8
Asset Turnover (×1) **47**	0.3	0.5	0.5	0.5	0.5	0.9	0.5	0.6	0.5	0.5
Operating Leverage **48**	1.5	0.8	0.8	0.9	1.0	0.6	1.7	1.2	1.3	1.0
Financial Leverage **49**	1.3	1.4	1.0	1.0	0.9	1.3	0.9	1.2	1.0	1.0
Total Leverage **50**	1.9	1.1	0.8	1.0	1.0	0.8	1.5	1.4	1.3	1.0

LIFE INSURANCE, STOCK COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1749	66	221	172	196	159	350	110	127	69	56	53	169
Revenues ($ in Thousands)														
Net Sales	2	199875716	376179	13333	40429	36237	51227	369576	301908	707751	770930	1908149	2251919	193048077
Portfolio Income	3	59006415	60329	451	1048	2531	4590	41877	34924	114855	156335	231063	478500	57879912
Other Revenues	4	35860356	154570	4901	2440	4720	6755	63571	18226	40919	150390	698078	461261	34254525
Total Revenues	5	294742487	591078	18685	43917	43488	62572	475024	355058	863525	1077655	2837290	3191680	285182514
Average Total Revenues	6	168521	8956	85	255	222	394	1357	3228	6799	15618	50666	60220	1687470
Operating Costs/Operating Income (%)														
Cost of Operations	7	47.5	28.8	24.6	17.8	26.3	26.6	37.9	34.5	32.5	40.9	49.4	39.8	47.7
Salaries and Wages	8	3.0	•	•	•	•	•	•	0.9	•	0.4	0.3	0.3	3.1
Taxes Paid	9	1.3	1.0	0.5	1.0	1.3	1.3	0.9	1.6	1.9	2.1	1.1	1.4	1.3
Interest Paid	10	2.6	0.7	•	0.2	0.7	0.1	0.2	0.3	0.2	1.0	0.1	1.0	2.7
Depreciation, Depletion, Amortization	11	1.4	0.9	0.7	0.3	0.7	0.4	1.3	1.4	2.3	2.2	1.7	2.2	1.4
Pensions and Other Benefits	12	0.6	0.2	•	•	•	0.2	0.2	1.2	0.5	0.5	0.2	0.4	0.6
Other	13	38.4	57.3	64.2	84.2	57.0	57.4	49.0	44.4	50.7	40.3	44.8	49.9	38.0
Officers Compensation	14	0.2	•	•	•	•	•	•	0.9	0.9	0.3	•	•	0.2
Operating Margin	15	5.1	11.1	10.0	•	14.0	13.9	10.4	14.8	11.2	12.4	2.4	5.0	5.1
Oper. Margin Before Officers Compensation	16	5.3	11.1	10.0	•	14.0	13.9	10.4	15.7	12.1	12.7	2.5	5.1	5.2
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	36400	•	3	12	28	67	59	117	420	454	1519	599	375202
Inventories	18	1081	•	•	•	•	•	•	4	•	36	0	12	11166
Net Property, Plant and Equipment	19	6761	•	•	•	0	12	24	99	115	458	700	1194	68962
Total Assets	20	672666	•	50	172	366	723	2472	7081	15438	37755	72853	154624	6850780

Notes and Loans Payable **21**	44385	•	•	•	•	•	•	•	14	542	134	1471	458605
All Other Liabilities **22**	516102	•	68	153	212	371	1331	4230	9610	26513	61544	124043	5257508
Net Worth **23**	112180	•	-18	18	155	352	1141	2851	5814	10701	11174	29110	1134667

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	2.3	7.0	10.2	14.7	9.5	8.8	8.2	8.3	6.2	6.9	1.7
Quick Ratio **25**	1.3	•	0.8	4.0	6.3	10.5	7.2	6.3	7.0	7.2	4.8	5.7	1.3
Net Sales to Working Capital **26**	2.6	•	3.3	2.0	0.8	0.7	0.8	0.9	0.8	1.1	1.7	1.3	2.7
Coverage Ratio **27**	2.9	•	•	•	•	•	•	•	•	12.4	•	5.9	2.8
Total Asset Turnover **28**	0.3	•	1.7	1.5	0.6	0.6	0.6	0.5	0.5	0.4	0.7	0.4	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	5.0	•	•	8.3	1.4	1.1	1.2	1.5	1.7	2.5	5.5	4.3	5.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	83.3	•	•	89.3	57.7	51.3	53.8	59.7	62.3	71.7	84.7	81.2	83.4
Return on Assets **33**	1.9	•	16.9	•	8.9	7.7	5.8	6.8	4.9	5.2	1.7	2.3	1.9
Return on Equity **34**	5.4	•	•	•	18.4	13.5	9.5	13.1	9.9	12.6	5.0	6.5	5.3
Return Before Interest on Equity **35**	11.4	•	•	•	21.0	15.7	12.5	16.8	12.9	18.3	10.8	11.9	11.3
Profit Margin, Before Income Tax **36**	5.0	11.0	10.0	•	14.0	13.9	10.3	14.5	10.9	11.5	2.3	4.8	4.9
Profit Margin, After Income Tax **37**	3.6	8.0	9.1	•	12.8	12.1	8.0	11.6	8.4	8.7	1.1	3.2	3.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	33.2	39.5	43.1	42.0	42.9	41.8	47.4	44.4	42.8	47.5
Operating Margin (%) **39**	4.0	4.5	2.7	3.0	3.6	3.7	4.4	3.9	4.6	5.1
Oper. Margin Before Officers Comp. (%) **40**	4.2	4.7	2.9	3.2	3.8	3.9	4.6	4.1	4.7	5.3
Average Net Receivables ($) **41**	3905	4166	6427	11062	14430	14373	13064	34774	42025	36400
Average Inventories ($) **42**	123	387	467	556	639	511	921	1155	1038	1081
Average Net Worth ($) **43**	21696	26770	37053	41688	50265	49249	53904	86184	98391	112180
Current Ratio (x1) **44**	2.7	3.4	3.4	3.3	3.4	3.1	2.9	2.2	1.8	1.7
Quick Ratio (x1) **45**	1.8	2.5	2.4	2.3	2.4	2.2	2.0	1.6	1.3	1.3
Coverage Ratio (x1) **46**	3.3	3.6	2.4	2.0	2.2	2.2	2.4	2.3	2.9	2.9
Asset Turnover (x1) **47**	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Total Liabilities/Net Worth (x1) **48**	6.1	5.7	5.2	5.5	5.2	5.2	5.6	5.0	5.1	5.0
Return on Assets (x1) **49**	2.0	2.0	1.3	1.5	1.9	1.9	2.1	1.8	1.9	1.9
Return on Equity (%) **50**	6.6	6.9	3.0	3.3	4.2	4.5	5.3	4.0	4.8	5.4

LIFE INSURANCE, STOCK COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1362	47	120	121	•	•	308	91	103	60	40	•	144
Revenues ($ in Thousands)														
Net Sales	2	171433699	332387	6568	17169	•	•	303036	247135	619885	735640	1064611	•	166293141
Portfolio Income	3	51232438	49064	240	651	•	•	36836	31419	94207	142344	155208	•	50316864
Other Revenues	4	30320190	125813	4395	2416	•	•	56258	15161	33292	139425	67630	•	29654528
Total Revenues	5	252986327	507264	11203	20236	•	•	396130	293715	747384	1017409	1287449	•	246264533
Average Total Revenues	6	185746	10793	93	167	•	•	1286	3228	7256	16957	32186	•	1710170
Operating Costs/Operating Income (%)														
Cost of Operations	7	44.3	27.6	16.6	22.7	•	•	34.8	30.0	30.4	39.5	43.7	•	44.4
Salaries and Wages	8	3.1	•	•	•	•	•	•	1.1	•	0.4	0.3	•	3.2
Taxes Paid	9	1.4	0.9	0.5	0.6	•	•	0.7	1.6	1.7	2.1	1.6	•	1.4
Interest Paid	10	2.9	0.8	0.1	•	•	•	0.2	0.3	•	1.0	0.1	•	3.0
Depreciation, Depletion, Amortization	11	1.5	0.9	0.7	0.4	•	•	1.4	1.1	2.3	2.2	1.9	•	1.5
Pensions and Other Benefits	12	0.6	0.3	•	•	•	•	0.2	0.9	0.4	0.5	0.3	•	0.6
Other	13	39.8	56.1	48.3	54.3	•	•	44.7	45.0	49.4	39.5	41.2	•	39.6
Officers Compensation	14	0.1	•	•	•	•	•	•	1.1	0.8	0.3	0.2	•	0.1
Operating Margin	15	6.4	13.5	33.8	22.0	•	•	18.0	19.1	15.1	14.6	10.8	•	6.2
Oper. Margin Before Officers Compensation	16	6.5	13.5	33.8	22.0	•	•	18.0	20.2	15.9	14.9	11.0	•	6.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	46275	•	5	13	•	•	61	141	503	421	1899	•	436099
Inventories	18	1071	•	•	•	•	•	•	4	•	42	0	•	10101
Net Property, Plant and Equipment	19	8278	•	•	•	•	•	11	72	72	519	638	•	77351
Total Assets	20	735569	•	55	172	•	•	2440	7167	15204	38071	72543	•	6851660

Notes and Loans Payable **21**	55852	•	•	•	•	•	•	•	8	624	•	•	527462
All Other Liabilities **22**	545409	•	66	133	•	•	1255	4122	8958	23630	57768	•	5083210
Net Worth **23**	134307	•	-11	39	•	•	1186	3045	6237	13818	14775	•	1240988

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	2.0	8.0	•	•	11.0	9.4	8.0	8.0	6.8	•	1.7
Quick Ratio **25**	1.4	•	0.8	4.6	•	•	8.2	6.6	6.7	7.0	5.4	•	1.3
Net Sales to Working Capital **26**	2.4	•	3.8	1.3	•	•	0.8	0.8	0.9	1.2	1.0	•	2.5
Coverage Ratio **27**	3.2	•	•	•	•	•	•	•	•	14.2	•	•	3.1
Total Asset Turnover **28**	0.3	•	1.7	1.0	•	•	0.5	0.5	0.5	0.5	0.5	•	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.5	•	•	3.4	•	•	1.1	1.4	1.4	1.8	3.9	•	4.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	81.8	•	•	77.4	•	•	51.4	57.5	59.0	63.7	79.6	•	81.9
Return on Assets **33**	2.3	•	•	21.4	•	•	9.5	8.6	7.1	6.5	4.7	•	2.3
Return on Equity **34**	6.4	•	•	•	•	•	16.4	16.1	13.9	13.0	17.5	•	6.3
Return Before Interest on Equity **35**	12.6	•	•	•	•	•	19.6	20.2	17.2	18.0	23.2	•	12.4
Profit Margin, Before Income Tax **36**	6.2	13.4	33.8	22.0	•	•	17.9	18.7	14.7	13.6	10.6	•	6.1
Profit Margin, After Income Tax **37**	4.7	9.9	32.4	20.9	•	•	15.2	15.2	11.9	10.6	8.0	•	4.5

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	32.8	41.5	43.4	42.6	43.8	43.2	44.2	42.0	39.0	44.3
Operating Margin (%) **39**	5.5	6.3	4.7	4.2	4.5	4.8	5.8	5.2	5.9	6.4
Oper. Margin Before Officers Comp. (%) **40**	5.7	6.5	4.9	4.4	4.7	5.0	6.0	5.4	6.1	6.5
Average Net Receivables ($) **41**	5076	5739	8631	14570	18330	18138	16236	33919	53201	46275
Average Inventories ($) **42**	159	538	602	732	808	648	478	1537	1328	1071
Average Net Worth ($) **43**	25885	33155	42148	50450	60988	58420	65163	111815	123282	134307
Current Ratio (x1) **44**	2.5	3.4	3.9	3.2	3.5	3.1	3.5	2.6	2.0	1.8
Quick Ratio (x1) **45**	1.8	2.5	2.8	2.3	2.4	2.2	2.6	1.8	1.4	1.4
Coverage Ratio (x1) **46**	4.3	4.8	3.6	2.5	2.4	2.5	2.8	2.9	3.2	3.2
Asset Turnover (x1) **47**	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Operating Leverage **48**	1.1	1.2	0.8	0.9	1.1	1.1	1.2	0.9	1.1	1.1
Financial Leverage **49**	1.0	1.1	0.9	0.8	1.0	1.1	1.0	1.0	1.1	1.1
Total Leverage **50**	1.0	1.3	0.7	0.7	1.0	1.1	1.3	0.9	1.2	1.2

LIFE INSURANCE, MUTUAL COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	124	•	5	•	5	5	17	•	12	3	6	12	58
Revenues ($ in Thousands)														
Net Sales	2	129049518	•	114	•	176	914	2845	•	36328	16898	131149	702191	128158902
Portfolio Income	3	46781431	•	15	•	89	166	3802	•	17393	8142	29985	155521	46566317
Other Revenues	4	22530567	•	•	•	•	3	928	•	103646	43	3935	18149	22403866
Total Revenues	5	198361516	•	129	•	265	1083	7575	•	157367	25083	165069	875861	197129085
Average Total Revenues	6	1599690	•	26	•	53	217	446	•	13114	8361	27512	72988	3398777
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.3	•	57.4	•	38.1	20.2	30.6	•	13.3	35.3	54.5	48.9	52.3
Salaries and Wages	8	1.6	•	•	•	•	•	•	•	•	•	•	•	1.6
Taxes Paid	9	1.3	•	6.2	•	1.1	2.1	3.3	•	1.0	4.5	2.7	2.0	1.3
Interest Paid	10	2.5	•	0.8	•	•	•	9.5	•	2.0	•	•	0.3	2.5
Depreciation, Depletion, Amortization	11	1.6	•	•	•	3.0	6.8	4.6	•	1.8	4.1	1.8	2.7	1.6
Pensions and Other Benefits	12	0.9	•	•	•	0.4	1.0	4.2	•	0.3	1.3	0.9	0.7	0.9
Other	13	37.5	•	55.0	•	52.1	50.1	58.8	•	81.2	48.2	33.3	42.4	37.5
Officers Compensation	14	0.2	•	2.3	•	3.4	•	•	•	0.2	•	•	0.2	0.2
Operating Margin	15	2.2	•	•	•	1.9	19.6	•	•	0.2	6.7	6.8	2.8	2.2
Oper. Margin Before Officers Compensation	16	2.4	•	•	•	5.3	19.6	•	•	0.4	6.7	6.8	3.0	2.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	174229	•	•	•	•	•	•	•	1299	1275	200	54	372123
Inventories	18	2006	•	•	•	•	•	•	•	•	•	•	•	4288
Net Property, Plant and Equipment	19	39980	•	•	•	1	1	1	•	823	1161	1617	2132	84635
Total Assets	20	6500357	•	93	•	383	694	3274	•	20901	33470	71532	186498	13844214

Notes and Loans Payable	21	276141	•	•	•	•	•	•	•	2028	•	•	83	589934
All Other Liabilities	22	5634147	•	26	•	159	402	2435	•	15209	27488	59724	162725	12000240
Net Worth	23	590069	•	67	•	224	293	839	•	3663	5982	11808	23690	1254040

Selected Financial Ratios (Times to 1)

Current Ratio	24	2.7	•	•	•	•	5.4	•	•	10.0	17.9	6.6	5.3	2.7
Quick Ratio	25	2.1	•	•	•	•	3.8	•	•	8.5	16.6	6.2	4.7	2.1
Net Sales to Working Capital	26	1.6	•	0.3	•	0.2	4.9	0.2	•	2.3	0.4	1.2	1.2	1.6
Coverage Ratio	27	1.8	•	•	•	•	•	•	•	1.1	•	•	10.2	1.8
Total Asset Turnover	28	0.3	•	0.3	•	0.1	0.3	0.1	•	0.6	0.3	0.4	0.4	0.3
Inventory Turnover	29	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover	30	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth	31	10.0	•	0.4	•	0.7	1.4	2.9	•	4.7	4.6	5.1	6.9	10.0

Selected Financial Factors (in Percentages)

Debt Ratio	32	90.9	•	28.1	•	41.5	57.9	74.4	•	82.5	82.1	83.5	87.3	91.0
Return on Assets	33	1.1	•	•	•	0.3	5.0	•	•	1.4	1.7	2.6	1.1	1.1
Return on Equity	34	3.3	•	•	•	0.4	11.3	•	•	0.3	8.0	12.9	4.2	3.3
Return Before Interest on Equity	35	12.2	•	•	•	0.5	11.8	•	•	7.9	9.3	15.6	8.6	12.2
Profit Margin, Before Income Tax	36	2.0	•	•	•	1.9	15.9	•	•	0.2	6.7	6.7	2.5	2.0
Profit Margin, After Income Tax	37	1.2	•	•	•	1.5	15.2	•	•	•	5.8	5.6	1.4	1.2

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%)	38	33.5	42.4	46.4	46.4	47.5	49.4	49.5	49.1	48.6	52.3
Operating Margin (%)	39	3.8	5.1	•	2.2	3.3	0.3	3.9	4.9	4.1	2.2
Oper. Margin Before Officers Comp. (%)	40	4.4	5.5	•	2.5	3.6	0.6	4.2	5.1	4.3	2.4
Average Net Receivables ($)	41	86009	92705	80261	117070	190970	167848	252693	159286	196035	174229
Average Inventories ($)	42	1546	2658	496	4932	5276	5389	5722	4596	3087	2006
Average Net Worth ($)	43	165222	198101	182511	256518	284569	264180	389299	442159	530468	590069
Current Ratio (x1)	44	2.1	2.2	2.7	2.3	2.0	2.0	2.1	2.2	2.4	2.7
Quick Ratio (x1)	45	1.5	1.6	1.9	1.6	1.4	1.5	1.6	1.7	1.8	2.1
Coverage Ratio (x1)	46	1.6	2.3	0.3	1.6	2.2	1.1	2.4	3.4	2.8	1.8
Asset Turnover (x1)	47	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Total Liabilities/Net Worth (x1)	48	15.3	12.7	14.1	15.0	14.0	16.3	14.5	11.3	11.0	10.0
Return on Assets (x1)	49	2.7	2.4	0.3	1.5	1.6	0.9	1.8	1.9	1.7	1.1
Return on Equity (%)	50	11.7	13.1	•	5.7	9.4	•	12.0	11.3	8.6	3.3

LIFE INSURANCE, MUTUAL COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	88	•	•	•	•	•	•	•	7	3	6	•	51
Revenues ($ in Thousands)														
Net Sales	2	93638089	•	•	•	•	•	•	•	22815	16898	131149	•	92779011
Portfolio Income	3	31846312	•	•	•	•	•	•	•	10253	8142	29985	•	31672398
Other Revenues	4	15486860	•	•	•	•	•	•	•	1602	43	3935	•	15467827
Total Revenues	5	140971261	•	•	•	•	•	•	•	34670	25083	165069	•	139919236
Average Total Revenues	6	1601946	•	•	•	•	•	•	•	4953	8361	27512	•	2743514
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	•	•	•	•	•	•	•	39.2	35.3	54.5	•	52.8
Salaries and Wages	8	0.7	•	•	•	•	•	•	•	•	•	•	•	0.7
Taxes Paid	9	1.3	•	•	•	•	•	•	•	3.0	4.5	2.7	•	1.3
Interest Paid	10	1.2	•	•	•	•	•	•	•	•	•	•	•	1.2
Depreciation, Depletion, Amortization	11	1.7	•	•	•	•	•	•	•	2.9	4.1	1.8	•	1.7
Pensions and Other Benefits	12	0.9	•	•	•	•	•	•	•	1.5	1.3	0.9	•	0.9
Other	13	38.2	•	•	•	•	•	•	•	49.6	48.2	33.3	•	38.2
Officers Compensation	14	0.2	•	•	•	•	•	•	•	•	•	•	•	0.2
Operating Margin	15	3.3	•	•	•	•	•	•	•	3.8	6.7	6.8	•	3.2
Oper. Margin Before Officers Compensation	16	3.4	•	•	•	•	•	•	•	3.8	6.7	6.8	•	3.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	64220	•	•	•	•	•	•	•	49	1275	200	•	110694
Inventories	18	2795	•	•	•	•	•	•	•	•	•	•	•	4823
Net Property, Plant and Equipment	19	33734	•	•	•	•	•	•	•	81	1161	1617	•	57472
Total Assets	20	6257329	•	•	•	•	•	•	•	20783	33470	71532	•	10745288

Notes and Loans Payable **21**	133528	•	•	•	•	•	•	•	•	•	•	•	230382
All Other Liabilities **22**	5540696	•	•	•	•	•	•	•	18062	27488	59724	•	9516095
Net Worth **23**	583105	•	•	•	•	•	•	•	2721	5982	11808	•	998811

Selected Financial Ratios (Times to 1)

Current Ratio **24**	3.8	•	•	•	•	•	•	•	9.5	17.9	6.6	•	3.7
Quick Ratio **25**	3.0	•	•	•	•	•	•	•	8.3	16.6	6.2	•	3.0
Net Sales to Working Capital **26**	1.6	•	•	•	•	•	•	•	1.0	0.4	1.2	•	1.6
Coverage Ratio **27**	3.6	•	•	•	•	•	•	•	•	•	•	•	3.6
Total Asset Turnover **28**	0.3	•	•	•	•	•	•	•	0.2	0.3	0.4	•	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	9.7	•	•	•	•	•	•	•	6.6	4.6	5.1	•	9.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	90.7	•	•	•	•	•	•	•	86.9	82.1	83.5	•	90.7
Return on Assets **33**	1.1	•	•	•	•	•	•	•	0.9	1.7	2.6	•	1.1
Return on Equity **34**	5.8	•	•	•	•	•	•	•	5.9	8.0	12.9	•	5.7
Return Before Interest on Equity **35**	11.9	•	•	•	•	•	•	•	6.7	9.3	15.6	•	11.9
Profit Margin, Before Income Tax **36**	3.1	•	•	•	•	•	•	•	3.7	6.7	6.7	•	3.1
Profit Margin, After Income Tax **37**	2.1	•	•	•	•	•	•	•	3.3	5.8	5.6	•	2.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	33.2	41.6	43.0	44.2	47.5	52.8	48.7	50.6	46.9	52.7
Operating Margin (%) **39**	4.0	6.5	1.9	3.1	3.4	1.9	4.3	5.1	4.6	3.3
Oper. Margin Before Officers Comp. (%) **40**	4.5	7.0	2.3	3.4	3.8	2.2	4.6	5.3	4.8	3.4
Average Net Receivables ($) **41**	109502	118730	135341	186030	243834	33184	200950	191954	241518	64220
Average Inventories ($) **42**	1981	3441	7	7823	6741	503	5371	5540	3808	2795
Average Net Worth ($) **43**	206508	225278	102807	352068	355752	259343	452416	535103	645714	583105
Current Ratio (×1) **44**	2.1	2.1	1.7	2.2	2.0	4.2	2.3	2.2	2.5	3.8
Quick Ratio (×1) **45**	1.4	1.6	1.3	1.6	1.4	2.9	1.7	1.7	2.0	3.0
Coverage Ratio (×1) **46**	1.6	2.6	1.4	1.7	2.2	2.5	2.6	3.4	3.0	3.6
Asset Turnover (×1) **47**	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Operating Leverage **48**	1.2	1.7	0.3	1.6	1.1	0.6	2.2	1.2	0.9	0.7
Financial Leverage **49**	0.6	1.7	0.4	1.7	1.3	1.1	1.0	1.0	1.0	1.1
Total Leverage **50**	0.8	2.8	0.1	2.7	1.5	0.6	2.3	1.2	0.9	0.8

MUTUAL PROPERTY AND CASUALTY INSURANCE COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1618	23	58	21	48	152	616	176	170	89	76	84	106
Revenues ($ in Thousands)														
Net Sales	2	129560077	36621	36032	332	5878	45064	517005	688251	1526556	1460257	2402715	6326978	116514388
Portfolio Income	3	18623408	2105	308	99	518	3752	57291	55734	118628	151663	253716	687854	17291741
Other Revenues	4	4626447	284	36536	51	2016	5114	20447	13774	94973	52115	61770	280966	4058401
Total Revenues	5	152809932	39010	72876	482	8412	53930	594743	757759	1740157	1664035	2718201	7295798	137864530
Average Total Revenues	6	94444	1696	1256	23	175	355	965	4305	10236	18697	35766	86855	1300609
Operating Costs/Operating Income (%)														
Cost of Operations	7	67.0	66.8	94.9	20.1	37.0	53.1	54.2	54.2	59.2	53.2	58.6	64.3	67.7
Salaries and Wages	8	9.5	18.2	0.7	16.8	33.3	16.5	11.2	11.1	13.6	8.6	13.6	13.8	9.2
Taxes Paid	9	2.4	2.5	0.9	2.7	2.1	2.2	1.7	3.5	2.8	1.5	3.0	2.4	2.4
Interest Paid	10	0.6	•	0.5	•	0.1	0.6	0.1	0.1	0.2	•	0.3	0.1	0.6
Depreciation, Depletion, Amortization	11	0.9	0.4	•	•	1.0	0.7	0.4	0.7	0.4	0.4	0.6	0.8	0.9
Pensions and Other Benefits	12	1.2	•	0.6	•	0.5	0.4	1.1	1.0	0.7	0.9	1.0	1.3	1.2
Other	13	14.7	9.3	6.2	93.8	28.9	28.2	23.2	27.5	17.9	30.0	15.8	14.0	14.4
Officers Compensation	14	0.3	2.4	•	•	1.5	3.5	1.3	0.9	0.9	0.8	0.7	0.7	0.2
Operating Margin	15	3.5	0.4	•	•	•	•	6.8	1.0	4.3	4.6	6.5	2.7	3.5
Oper. Margin Before Officers Compensation	16	3.8	2.8	•	•	•	•	8.1	1.9	5.2	5.5	7.2	3.4	3.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14817	•	0	17	59	35	98	421	1415	2349	4495	9698	209668
Inventories	18	9	•	•	•	•	•	0	•	•	0	•	22	116
Net Property, Plant and Equipment	19	4297	•	2	0	15	27	44	92	233	423	1377	4180	60113
Total Assets	20	217408	•	38	194	378	760	2230	7264	16214	34813	68972	152010	3067059

Notes and Loans Payable **21**	5559	•	316	•	3	37	16	58	31	53	622	1811	82460
All Other Liabilities **22**	158435	•	603	113	227	360	1047	4976	11589	25043	51057	122111	2230073
Net Worth **23**	53414	•	-881	81	148	364	1167	2231	4594	9717	17293	28088	754526

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	0.0	1.5	1.4	1.6	1.6	1.3	1.3	1.1	1.2	1.0	1.3
Quick Ratio **25**	0.6	•	0.0	1.5	1.2	1.5	1.4	1.0	1.0	0.7	0.8	0.7	0.6
Net Sales to Working Capital **26**	3.6	•	•	0.5	1.9	1.7	1.7	3.8	3.9	6.7	4.5	47.3	3.4
Coverage Ratio **27**	4.2	1.3	•	•	•	•	•	0.1	•	•	•	11.5	3.9
Total Asset Turnover **28**	0.4	•	•	0.1	0.5	0.5	0.4	0.6	0.6	0.5	0.5	0.6	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.1	•	•	1.4	1.6	1.1	0.9	2.3	2.5	2.6	3.0	4.4	3.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	75.4	•	•	58.2	60.9	52.2	47.7	69.3	71.7	72.1	74.9	81.5	75.4
Return on Assets **33**	1.0	•	•	•	•	•	2.6	•	2.2	1.8	2.8	0.8	1.0
Return on Equity **34**	1.5	•	5.4	•	•	•	3.0	•	3.5	2.1	6.4	0.3	1.5
Return Before Interest on Equity **35**	4.2	•	4.7	•	•	•	4.9	•	7.7	6.4	11.1	4.5	4.0
Profit Margin, Before Income Tax **36**	1.8	•	•	•	•	•	5.8	•	3.3	3.3	5.1	1.3	1.7
Profit Margin, After Income Tax **37**	0.9	•	•	•	•	•	3.6	•	1.6	1.1	3.1	0.1	0.9

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.2	58.4	63.8	63.9	64.6	64.3	63.5	67.0	63.0	67.0
Operating Margin (%) **39**	1.2	4.2	8.3	6.1	5.5	4.9	6.1	3.4	7.2	3.5
Oper. Margin Before Officers Comp. (%) **40**	1.7	4.5	8.6	6.3	5.9	5.2	6.4	3.7	7.5	3.8
Average Net Receivables ($) **41**	539	1542	3571	6680	9118	10557	13020	15320	11826	14817
Average Inventories ($) **42**	1	4	10	13	16	4	5	6	6	9
Average Net Worth ($) **43**	19520	26577	37311	50433	45576	49840	46365	50483	50905	53414
Current Ratio (x1) **44**	1.2	1.1	1.5	1.4	3.5	1.2	1.4	1.2	1.0	1.3
Quick Ratio (x1) **45**	1.0	0.8	1.2	1.2	2.9	0.9	1.0	0.8	0.6	0.6
Coverage Ratio (x1) **46**	•	3.6	13.7	7.3	4.9	5.0	7.5	3.2	11.7	4.2
Asset Turnover (x1) **47**	0.5	0.5	0.6	0.5	0.5	0.5	0.5	0.5	0.5	0.4
Total Liabilities/Net Worth (x1) **48**	3.0	2.6	2.4	2.7	3.2	2.8	2.7	2.7	2.7	3.1
Return on Assets (x1) **49**	•	1.2	3.1	1.7	1.4	1.4	2.2	0.9	2.7	1.0
Return on Equity (%) **50**	•	1.8	6.7	2.8	3.0	2.3	4.3	•	6.1	1.5

MUTUAL PROPERTY AND CASUALTY INSURANCE COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1110	9	26	9	29	96	473	108	116	52	55	53	83
Revenues ($ in Thousands)														
Net Sales	2	70102120	2454	281	332	2708	15687	294856	383898	1045705	747453	1860933	3835372	61912440
Portfolio Income	3	11895847	79	19	51	382	2463	42104	34664	72130	88991	196205	440907	11017851
Other Revenues	4	3367646	87	18	48	136	3514	16880	8854	43962	24373	42640	165196	3061940
Total Revenues	5	85365613	2620	318	431	3226	21664	353840	427416	1161797	860817	2099778	4441475	75992231
Average Total Revenues	6	76906	291	12	48	111	226	748	3958	10015	16554	38178	83801	915569
Operating Costs/Operating Income (%)														
Cost of Operations	7	61.8	43.9	56.0	21.4	30.2	33.5	47.2	45.1	53.5	45.4	57.3	61.6	62.5
Salaries and Wages	8	10.0	5.4	14.5	18.8	24.9	18.2	10.8	10.3	13.9	4.1	13.2	12.0	9.8
Taxes Paid	9	2.2	1.8	1.3	2.8	2.2	3.1	1.7	3.8	3.3	1.6	3.0	2.3	2.2
Interest Paid	10	0.9	•	•	•	•	•	0.1	0.2	0.2	•	0.2	0.1	1.0
Depreciation, Depletion, Amortization	11	0.8	•	•	•	1.0	0.5	0.4	0.3	0.3	0.3	0.6	0.7	0.8
Pensions and Other Benefits	12	1.3	•	•	•	1.2	0.3	0.6	0.6	0.7	0.5	1.1	1.1	1.4
Other	13	16.1	15.4	16.4	11.8	19.6	24.8	21.5	26.0	17.9	32.2	14.0	12.0	16.1
Officers Compensation	14	0.3	1.2	•	•	4.0	3.9	1.4	0.9	0.7	0.7	0.7	0.6	0.3
Operating Margin	15	6.6	32.5	12.3	45.0	16.9	15.8	16.4	12.9	9.6	15.2	10.0	9.8	6.1
Oper. Margin Before Officers Compensation	16	6.9	33.7	12.3	45.0	20.8	19.7	17.8	13.8	10.3	15.9	10.7	10.4	6.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14261	•	1	•	34	30	83	375	1756	2763	4836	11171	175191
Inventories	18	8	•	•	•	•	•	•	•	•	•	•	33	85
Net Property, Plant and Equipment	19	3180	•	0	0	25	21	42	95	170	163	1196	3134	39000
Total Assets	20	197798	•	30	189	384	748	2149	7222	16427	35240	72211	148983	2434553

Notes and Loans Payable **21**	7759	•	•	•	5	1	15	22	45	4	248	1051	102755
All Other Liabilities **22**	145378	•	164	56	191	300	879	4669	12272	23628	52045	103514	1800114
Net Worth **23**	44660	•	-134	132	187	447	1255	2531	4110	11608	19918	44417	531685

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.2	12.8	1.5	2.0	1.8	1.3	1.2	1.3	1.3	1.1	1.1
Quick Ratio **25**	0.7	•	0.2	12.1	1.3	1.8	1.6	1.0	1.0	0.8	0.9	0.8	0.7
Net Sales to Working Capital **26**	6.1	•	•	0.4	1.1	0.8	1.2	3.8	5.1	2.5	3.2	10.7	6.4
Coverage Ratio **27**	6.6	•	•	•	•	•	•	•	•	•	•	•	5.5
Total Asset Turnover **28**	0.4	•	0.4	0.3	0.3	0.3	0.4	0.6	0.6	0.5	0.5	0.6	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.4	•	•	0.4	1.1	0.7	0.7	1.9	3.0	2.0	2.6	2.4	3.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	77.4	•	•	29.9	51.2	40.3	41.6	65.0	75.0	67.1	72.4	70.2	78.2
Return on Assets **33**	2.3	•	5.1	11.5	4.9	4.7	5.3	6.4	5.6	6.6	4.5	4.9	2.1
Return on Equity **34**	6.3	•	•	15.9	8.9	6.5	6.8	13.0	15.4	14.1	11.1	12.4	5.6
Return Before Interest on Equity **35**	10.4	•	•	16.4	10.0	7.8	9.0	18.1	22.2	20.1	16.4	16.3	9.6
Profit Margin, Before Income Tax **36**	5.1	32.5	12.3	•	16.8	15.5	15.0	11.4	9.0	14.1	8.4	8.5	4.6
Profit Margin, After Income Tax **37**	3.7	21.9	11.3	•	15.0	12.9	11.4	8.3	6.3	9.9	5.8	6.6	3.3

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	55.2	57.5	57.6	58.2	59.1	63.6	62.6	61.7	62.2	61.8
Operating Margin (%) **39**	5.8	7.5	12.0	9.9	7.9	6.5	7.2	7.6	8.3	6.6
Oper. Margin Before Officers Comp. (%) **40**	6.5	7.8	12.3	10.2	8.5	6.8	7.4	7.9	8.6	6.9
Average Net Receivables ($) **41**	485	1365	3237	6675	10838	10779	16566	15474	15955	14261
Average Inventories ($) **42**	1	3	3	15	19	5	7	7	9	8
Average Net Worth ($) **43**	9781	31986	43835	62555	35185	63733	61018	39533	71791	44660
Current Ratio (×1) **44**	1.2	1.1	1.6	1.7	2.7	1.2	1.5	1.2	1.0	1.1
Quick Ratio (×1) **45**	0.9	0.8	1.4	1.5	2.2	0.9	1.0	0.8	0.6	0.7
Coverage Ratio (×1) **46**	4.5	16.2	29.6	14.7	7.3	6.8	8.7	8.6	14.3	6.6
Asset Turnover (×1) **47**	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.4
Operating Leverage **48**	0.8	1.3	1.6	0.8	0.8	0.8	1.1	1.1	1.1	0.8
Financial Leverage **49**	0.9	1.2	1.0	0.9	1.0	0.9	1.1	1.0	1.1	1.0
Total Leverage **50**	0.7	1.5	1.5	0.8	0.8	0.7	1.2	1.1	1.2	0.8

STOCK PROPERTY AND CASUALTY INSURANCE COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3635	473	1217	53	127	255	561	172	218	160	88	115	196
Revenues ($ in Thousands)														
Net Sales	2	204334450	618365	11473	2319	630552	299974	769169	877174	2832346	3899363	3295799	11614908	179483008
Portfolio Income	3	25288979	11921	1426	299	9541	3807	64087	67966	135341	224602	271405	801665	23696918
Other Revenues	4	8853339	33484	40260	513	-88	5926	102777	161215	98232	117441	209604	381564	7702412
Total Revenues	5	238476768	663770	53159	3131	640005	309707	936033	1106355	3065919	4241406	3776808	12798137	210882338
Average Total Revenues	6	65606	1403	44	59	5039	1215	1669	6432	14064	26509	42918	111288	1075930
Operating Costs/Operating Income (%)														
Cost of Operations	7	58.9	85.3	3.6	22.3	84.9	5.6	44.6	53.4	62.9	41.6	56.8	60.4	59.1
Salaries and Wages	8	12.4	2.9	1.9	41.1	0.5	21.2	15.9	11.9	13.2	11.2	15.6	13.3	12.3
Taxes Paid	9	2.1	0.4	2.4	1.9	•	3.6	1.8	6.5	2.2	2.1	2.5	1.9	2.1
Interest Paid	10	2.0	0.1	0.6	•	0.1	0.2	1.5	1.3	0.4	0.6	0.8	0.5	2.2
Depreciation, Depletion, Amortization	11	1.3	•	1.4	1.3	0.6	1.9	1.2	1.0	1.0	0.8	0.9	0.7	1.3
Pensions and Other Benefits	12	1.3	0.2	•	7.7	•	2.1	1.0	2.8	1.2	0.8	1.3	1.3	1.3
Other	13	16.7	12.3	91.4	12.1	13.2	43.1	30.9	19.9	19.1	38.3	18.0	17.1	16.0
Officers Compensation	14	0.6	•	•	•	•	17.4	1.8	1.9	1.2	1.3	1.2	1.0	0.5
Operating Margin	15	4.9	•	•	13.7	0.6	4.9	1.3	1.4	•	3.5	3.2	3.8	5.2
Oper. Margin Before Officers Compensation	16	5.6	•	•	13.7	0.6	22.3	3.1	3.3	0.1	4.8	4.4	4.8	5.8
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	11204	•	0	0	13	131	175	679	1792	2155	5888	12366	192855
Inventories	18	133	•	•	•	1	•	0	•	4	97	3	25	2374
Net Property, Plant and Equipment	19	5673	•	0	3	2	92	119	288	468	1382	2259	4234	99356
Total Assets	20	168480	•	27	180	323	799	2573	6938	15392	35694	71536	163635	2935315

Notes and Loans Payable **21**	11628	•	0	•	122	31	250	558	1064	1365	3072	8870	205434
All Other Liabilities **22**	104337	•	15	135	185	945	1416	5848	11978	22999	55003	133747	1789091
Net Worth **23**	52516	•	11	45	16	-178	906	532	2350	11330	13462	21018	940789

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	4.5	1.1	1.9	0.6	1.3	1.4	1.0	1.2	1.1	1.2	1.2
Quick Ratio **25**	0.7	•	3.5	0.8	1.6	0.5	1.1	1.0	0.7	0.7	0.8	0.8	0.7
Net Sales to Working Capital **26**	4.7	•	2.6	3.5	36.8	•	4.0	4.7	47.4	7.1	10.3	5.8	4.4
Coverage Ratio **27**	2.7	•	•	•	5.7	•	1.8	1.5	•	5.9	3.7	5.8	2.7
Total Asset Turnover **28**	0.4	•	1.6	0.3	•	1.5	0.7	0.9	0.9	0.8	0.6	0.7	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	1.4	3.0	19.6	•	1.8	12.1	5.6	2.2	4.3	6.8	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.8	•	58.5	75.2	95.2	•	64.8	92.3	84.7	68.3	81.2	87.2	68.0
Return on Assets **33**	2.1	•	•	4.5	11.5	7.7	1.7	1.7	•	2.5	1.8	2.1	2.1
Return on Equity **34**	2.3	•	•	10.3	•	•	•	•	•	2.8	0.6	5.8	2.4
Return Before Interest on Equity **35**	6.7	•	•	18.2	•	•	4.9	22.6	•	7.8	9.5	16.3	6.6
Profit Margin, Before Income Tax **36**	3.4	•	•	13.7	0.6	4.9	1.2	0.6	•	2.8	2.2	2.6	3.6
Profit Margin, After Income Tax **37**	1.9	•	•	7.8	•	3.0	•	•	•	1.2	0.2	1.1	2.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	43.6	39.0	57.0	56.6	55.7	55.4	57.0	59.6	58.2	58.9
Operating Margin (%) **39**	•	5.2	5.4	5.2	5.6	4.4	4.9	5.0	6.9	4.9
Oper. Margin Before Officers Comp. (%) **40**	1.0	5.9	5.9	5.7	6.0	5.0	5.4	5.7	7.6	5.6
Average Net Receivables ($) **41**	4534	4144	9014	7972	10533	9674	9416	6304	7095	11204
Average Inventories ($) **42**	90	313	520	415	539	364	323	111	94	133
Average Net Worth ($) **43**	13138	18295	25572	25591	27541	26678	33813	25235	33772	52516
Current Ratio (x1) **44**	1.1	1.4	1.3	1.4	2.0	1.1	1.2	1.1	1.1	1.2
Quick Ratio (x1) **45**	0.8	1.1	1.0	1.0	1.4	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (x1) **46**	0.4	2.5	2.6	2.6	2.4	2.1	2.3	2.7	3.9	2.7
Asset Turnover (x1) **47**	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	2.3	2.2	2.6	2.7	2.8	2.9	2.5	2.5	2.1	2.2
Return on Assets (x1) **49**	0.4	2.1	2.6	2.5	2.9	2.5	2.4	2.2	2.9	2.1
Return on Equity (%) **50**	•	3.0	4.0	4.0	4.7	3.2	3.0	2.6	4.5	2.3

STOCK PROPERTY AND CASUALTY INSURANCE COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2494	247	923	32	111	183	347	105	133	116	58	83	156
Revenues ($ in Thousands)														
Net Sales	2	169982266	47987	7034	822	629809	251100	517267	650733	2163284	3069632	2529760	8177813	151937025
Portfolio Income	3	21512204	6759	1351	157	9175	2654	39551	57105	79010	167836	180779	597143	20370685
Other Revenues	4	8091557	31501	40277	498	592	5799	93103	17465	100869	92422	173685	252665	7282680
Total Revenues	5	199586027	86247	48662	1477	639576	259553	649921	725303	2343163	3329890	2884224	9027621	179590390
Average Total Revenues	6	80026	349	53	46	5762	1418	1873	6908	17618	28706	49728	108767	1151220
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.2	27.1	0.6	7.8	84.9	4.3	51.6	47.1	68.5	40.7	55.1	55.8	57.5
Salaries and Wages	8	11.8	19.6	1.2	24.9	0.4	22.5	17.7	13.1	9.5	10.1	14.4	11.4	11.8
Taxes Paid	9	2.0	2.1	0.4	1.6	•	3.8	1.9	2.5	2.0	2.1	2.5	2.0	2.0
Interest Paid	10	2.1	0.7	•	•	0.1	0.2	0.7	1.5	0.3	0.5	0.8	0.5	2.3
Depreciation, Depletion, Amortization	11	1.3	0.1	1.0	1.7	0.6	2.0	0.9	0.7	0.8	0.7	0.8	0.7	1.4
Pensions and Other Benefits	12	1.3	0.5	•	•	•	2.1	1.2	0.7	1.2	0.6	1.1	1.3	1.3
Other	13	16.5	16.5	85.0	6.0	13.2	40.1	14.0	20.0	11.1	36.7	15.2	18.9	16.0
Officers Compensation	14	0.6	•	•	•	•	17.9	1.6	2.1	0.9	1.1	1.1	1.1	0.5
Operating Margin	15	7.3	33.5	11.7	58.1	0.8	7.2	10.5	12.4	5.6	7.6	9.1	8.4	7.3
Oper. Margin Before Officers Compensation	16	7.9	33.5	11.7	58.1	0.8	25.0	12.0	14.5	6.5	8.7	10.2	9.5	7.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13559	•	0	•	15	81	111	789	2023	1652	6143	11309	204634
Inventories	18	186	•	•	•	1	•	0	•	6	3	4	17	2952
Net Property, Plant and Equipment	19	7297	•	0	5	2	118	139	397	539	1306	2582	3736	111569
Total Assets	20	208587	•	32	175	321	811	2569	7368	15026	35347	73690	161967	3169983

Notes and Loans Payable **21**	14618	•	0	•	99	37	239	568	1033	1250	3681	5775	226422
All Other Liabilities **22**	124989	•	5	146	194	820	1259	3730	9254	20973	45360	100186	1898094
Net Worth **23**	68980	•	26	29	28	-46	1070	3070	4738	13124	24648	56006	1045467

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	15.5	1.1	1.9	0.6	1.3	1.4	1.4	1.2	1.3	1.2	1.2
Quick Ratio **25**	0.8	•	12.1	0.9	1.5	0.6	1.1	0.9	1.0	0.7	1.0	0.8	0.8
Net Sales to Working Capital **26**	4.5	•	2.2	2.6	43.5	•	5.1	5.2	5.9	9.5	5.2	5.2	4.4
Coverage Ratio **27**	3.7	•	•	•	7.4	•	•	8.6	•	•	11.0	14.6	3.5
Total Asset Turnover **28**	0.4	•	1.7	0.3	•	1.8	0.7	0.9	1.2	0.8	0.7	0.7	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	0.2	5.0	10.3	•	1.4	1.4	2.2	1.7	2.0	1.9	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.9	•	18.2	83.3	91.2	•	58.3	58.3	68.5	62.9	66.6	65.4	67.0
Return on Assets **33**	3.0	•	17.9	15.3	16.9	12.9	8.1	12.1	6.5	6.0	6.0	5.0	2.9
Return on Equity **34**	4.6	•	18.5	•	•	•	14.2	17.8	14.4	10.7	11.0	9.4	4.2
Return Before Interest on Equity **35**	9.1	•	21.9	•	•	•	19.4	29.0	20.5	16.1	17.8	14.3	8.7
Profit Margin, Before Income Tax **36**	5.8	32.9	10.8	•	0.8	7.2	10.4	11.4	5.2	6.9	8.0	6.9	5.6
Profit Margin, After Income Tax **37**	4.0	30.5	9.1	•	•	5.0	8.1	7.9	3.9	4.9	5.4	4.8	3.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	49.6	37.8	49.4	49.7	52.4	55.0	53.2	55.7	57.1	57.2
Operating Margin (%) **39**	8.1	8.2	9.8	8.1	7.2	6.1	7.0	7.7	8.4	7.3
Oper. Margin Before Officers Comp. (%) **40**	9.8	8.8	10.3	8.7	7.7	6.6	7.5	8.5	9.1	7.9
Average Net Receivables ($) **41**	4392	5344	13748	13519	13274	13974	15454	6217	8917	13559
Average Inventories ($) **42**	95	473	904	812	593	588	610	88	137	186
Average Net Worth ($) **43**	5399	25196	44021	48937	34875	39826	58908	28037	46263	68980
Current Ratio (x1) **44**	1.1	1.4	1.4	1.5	2.0	1.1	1.2	1.1	1.1	1.2
Quick Ratio (x1) **45**	0.9	1.1	1.1	1.0	1.5	0.7	0.7	0.7	0.7	0.8
Coverage Ratio (x1) **46**	2.6	3.6	3.8	3.4	2.8	2.7	2.8	4.3	4.6	3.7
Asset Turnover (x1) **47**	0.4	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Operating Leverage **48**	2.0	1.0	1.2	0.8	0.9	0.9	1.2	1.1	1.1	0.9
Financial Leverage **49**	1.1	1.2	1.0	0.9	0.9	0.9	1.0	1.2	1.0	0.9
Total Leverage **50**	2.1	1.3	1.2	0.8	0.8	0.8	1.2	1.3	1.1	0.8

INSURANCE AGENTS, BROKERS, AND SERVICE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	73935	5091	42574	11850	6649	4011	3191	271	194	59	19	11	15
Revenues ($ in Thousands)														
Net Sales	2	43195778	695738	7314816	4972020	4439134	4100054	7051097	1148738	1741815	1382709	1726707	534363	8088587
Portfolio Income	3	1277541	1975	36181	47877	29792	29103	83998	33665	69886	31407	36931	38807	837917
Other Revenues	4	998251	2519	47803	25389	151257	33909	176134	97743	28435	53505	140280	69002	172278
Total Revenues	5	45471570	700232	7398800	5045286	4620183	4163066	7311229	1280146	1840136	1467621	1903918	642172	9098782
Average Total Revenues	6	615	138	174	426	695	1038	2291	4724	9485	24875	100206	58379	606585
Operating Costs/Operating Income (%)														
Cost of Operations	7	13.9	17.6	20.5	16.1	12.6	10.0	13.7	4.6	9.7	20.1	53.7	10.0	2.8
Salaries and Wages	8	22.1	6.1	14.4	19.7	21.8	23.5	20.8	33.0	25.3	28.9	10.2	28.2	30.2
Taxes Paid	9	3.4	2.1	2.9	3.6	3.9	3.6	3.1	3.5	3.7	3.0	3.0	3.7	3.8
Interest Paid	10	1.4	0.2	0.5	1.3	0.8	1.4	1.1	1.6	1.5	1.5	0.4	2.5	3.0
Depreciation, Depletion, Amortization	11	2.2	0.5	1.3	2.2	2.2	2.8	2.3	2.5	2.8	2.1	1.0	4.4	2.7
Pensions and Other Benefits	12	3.6	1.4	1.8	2.6	4.1	3.6	3.2	3.6	5.1	2.7	3.9	3.1	5.5
Other	13	33.2	59.8	36.5	32.9	30.6	34.7	34.1	26.6	31.1	29.6	16.8	35.3	34.0
Officers Compensation	14	12.5	5.8	14.3	17.9	18.7	14.8	15.2	13.7	14.1	8.5	6.9	7.1	4.0
Operating Margin	15	7.7	6.5	7.9	3.9	5.3	5.8	6.7	11.0	6.7	3.6	4.1	5.8	14.0
Oper. Margin Before Officers Compensation	16	20.2	12.4	22.3	21.7	24.1	20.5	21.8	24.7	20.8	12.1	11.1	12.9	18.0
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	147	•	3	26	78	143	460	1461	4741	12280	25546	46399	321802
Inventories	18	0	•	•	•	•	•	1	•	0	0	•	•	•
Net Property, Plant and Equipment	19	53	•	6	28	49	96	215	681	996	3270	4351	5444	80150
Total Assets	20	658	•	28	166	357	705	1932	6578	14624	35070	70296	142478	1636960

Notes and Loans Payable **21**	114	•	16	85	83	207	549	1295	1895	5129	6435	30476	145228
All Other Liabilities **22**	346	•	8	57	146	316	1145	3659	10041	24818	44021	92687	825045
Net Worth **23**	198	•	4	24	128	183	239	1624	2687	5123	19840	19316	666688

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.4	1.3	1.4	1.2	1.1	1.0	1.1	1.1	1.3	1.2	1.4
Quick Ratio **25**	1.1	•	1.2	1.2	1.3	1.0	0.9	0.9	0.9	0.9	1.1	0.9	1.2
Net Sales to Working Capital **26**	10.0	•	47.7	23.9	10.3	14.0	33.4	•	21.0	25.4	8.9	4.4	3.3
Coverage Ratio **27**	6.6	•	•	4.0	7.8	5.1	7.1	7.6	5.3	3.3	10.3	3.2	6.1
Total Asset Turnover **28**	0.9	•	6.3	2.6	2.0	1.5	1.2	0.7	0.7	0.7	1.4	0.4	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.3	•	6.0	6.0	1.8	2.9	7.1	3.1	4.5	5.9	2.6	6.4	1.5

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.9	•	85.6	85.6	64.1	74.1	87.7	75.3	81.6	85.4	71.8	86.5	59.3
Return on Assets **33**	8.7	•	•	13.3	11.8	10.6	9.1	8.8	5.2	3.5	6.0	3.3	6.8
Return on Equity **34**	19.6	•	•	•	26.5	30.0	•	28.2	15.9	11.6	11.7	6.7	8.8
Return Before Interest on Equity **35**	29.0	•	•	•	32.9	•	•	•	28.4	24.0	21.4	24.0	16.6
Profit Margin, Before Income Tax **36**	7.9	6.5	7.9	3.9	5.3	5.8	6.6	10.7	6.5	3.4	3.8	5.4	15.3
Profit Margin, After Income Tax **37**	6.3	6.2	7.7	3.6	4.9	5.3	6.2	9.7	4.5	2.4	2.3	2.2	9.7

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	21.0	19.2	16.7	15.2	12.6	13.8	13.7	14.2	14.5	13.9
Operating Margin (%) **39**	3.4	4.0	6.9	6.7	5.7	5.5	5.8	6.8	6.6	7.7
Oper. Margin Before Officers Comp. (%) **40**	15.6	15.4	20.2	19.9	19.4	18.4	18.3	20.0	19.1	20.2
Average Net Receivables ($) **41**	168	183	167	151	156	167	167	153	152	147
Average Inventories ($) **42**	1	0	0	0	0	0	0	0	0	0
Average Net Worth ($) **43**	128	278	133	162	134	171	177	175	193	198
Current Ratio (x1) **44**	1.0	1.1	1.0	1.1	1.1	1.1	1.1	1.1	1.1	1.2
Quick Ratio (x1) **45**	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0	1.0	1.1
Coverage Ratio (x1) **46**	2.6	2.3	4.5	4.4	3.9	3.9	4.3	5.8	6.2	6.6
Asset Turnover (x1) **47**	0.9	0.6	0.9	1.0	1.0	1.0	1.0	1.0	1.0	0.9
Total Liabilities/Net Worth (x1) **48**	3.3	2.6	3.4	2.4	2.9	2.4	2.4	2.3	2.1	2.3
Return on Assets (x1) **49**	4.8	3.3	8.0	8.4	7.5	7.6	7.4	8.5	8.1	8.7
Return on Equity (%) **50**	6.0	2.6	19.9	16.3	17.0	14.4	14.5	18.5	17.1	19.6

INSURANCE AGENTS, BROKERS, AND SERVICE

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	52821	1996	30929	8573	5076	3112	2664	232	152	49	16	•	•
Revenues ($ in Thousands)														
Net Sales	2	35149338	479891	5788127	3890296	3676067	3521558	5858809	1140984	1415534	1199918	1013812	•	•
Portfolio Income	3	1105389	1929	32200	41778	23634	22544	72079	25526	53017	18002	24592	•	•
Other Revenues	4	775361	1448	41529	20375	141608	32765	124826	91038	14915	16325	138276	•	•
Total Revenues	5	37030088	483268	5861856	3952449	3841309	3576867	6055714	1257548	1483466	1234245	1176680	•	•
Average Total Revenues	6	701	242	190	461	757	1149	2273	5420	9760	25189	73542	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	13.1	25.3	18.7	16.4	14.7	11.2	13.6	4.7	9.5	18.7	43.9	•	•
Salaries and Wages	8	21.7	7.9	13.5	17.0	22.6	21.6	21.0	33.2	24.7	27.9	14.3	•	•
Taxes Paid	9	3.3	2.2	2.9	3.0	3.9	3.4	3.0	3.6	3.6	3.1	2.1	•	•
Interest Paid	10	1.3	0.2	0.5	1.0	0.8	1.5	1.0	1.3	1.6	0.9	0.4	•	•
Depreciation, Depletion, Amortization	11	2.2	0.4	1.4	2.2	2.1	2.3	2.3	2.0	2.7	2.1	1.3	•	•
Pensions and Other Benefits	12	3.4	0.5	1.2	2.4	3.9	3.4	3.4	3.6	5.0	3.0	2.1	•	•
Other	13	32.2	43.7	37.0	33.6	27.6	34.2	31.1	26.5	29.1	27.2	23.7	•	•
Officers Compensation	14	11.8	8.3	13.2	16.5	17.2	14.3	14.8	13.9	12.9	9.3	3.7	•	•
Operating Margin	15	11.3	11.7	11.7	8.1	7.4	8.1	10.0	11.2	10.9	8.0	8.6	•	•
Oper. Margin Before Officers Compensation	16	23.1	20.0	24.9	24.5	24.6	22.4	24.8	25.1	23.9	17.2	12.3	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	146	•	2	26	73	137	481	1542	4880	11966	24339	•	•
Inventories	18	0	•	•	•	•	•	1	•	0	0	•	•	•
Net Property, Plant and Equipment	19	60	•	6	28	49	92	201	720	1082	2902	4943	•	•
Total Assets	20	754	•	29	167	351	713	1882	6520	14692	36044	70168	•	•

Notes and Loans Payable **21**	111	•	15	54	76	232	368	1104	2167	2561	3898	•	•
All Other Liabilities **22**	377	•	7	57	148	305	1124	4256	9526	24775	40650	•	•
Net Worth **23**	266	•	7	56	128	176	390	1160	2998	8708	25620	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.6	1.4	1.5	1.2	1.1	1.0	1.1	1.1	1.3	•	•
Quick Ratio **25**	1.1	•	1.5	1.3	1.4	1.0	1.0	0.9	1.0	0.9	1.1	•	•
Net Sales to Working Capital **26**	7.8	•	35.1	17.2	9.5	16.6	32.9	•	9.7	8.0	6.1	•	•
Coverage Ratio **27**	10.2	•	•	9.6	10.9	6.5	11.3	9.3	7.6	9.4	•	•	•
Total Asset Turnover **28**	0.9	•	6.5	2.8	2.2	1.6	1.2	0.8	0.7	0.7	1.1	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.8	•	3.1	2.0	1.8	3.1	3.8	4.6	3.9	3.1	1.7	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.7	•	75.8	66.4	63.7	75.3	79.3	82.2	79.6	75.9	63.5	•	•
Return on Assets **33**	11.9	•	•	24.9	17.4	15.4	13.2	10.3	8.2	6.1	8.9	•	•
Return on Equity **34**	25.3	•	•	•	•	•	•	•	26.7	19.0	16.3	•	•
Return Before Interest on Equity **35**	33.8	•	•	•	•	•	•	•	•	25.2	24.3	•	•
Profit Margin, Before Income Tax **36**	11.6	11.6	11.7	8.1	7.4	8.1	9.9	11.0	10.7	7.8	8.1	•	•
Profit Margin, After Income Tax **37**	9.6	11.1	11.3	7.7	6.9	7.5	9.4	10.0	8.2	6.6	5.7	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	16.4	13.7	15.3	13.8	12.5	13.1	12.3	13.0	12.6	13.1
Operating Margin (%) **39**	10.4	10.9	10.9	12.0	10.0	10.5	10.5	11.3	10.0	11.3
Oper. Margin Before Officers Comp. (%) **40**	24.2	24.5	24.2	24.7	22.5	22.8	21.9	22.9	21.5	23.1
Average Net Receivables ($) **41**	193	183	197	197	176	206	224	182	184	146
Average Inventories ($) **42**	1	0	0	0	0	0	0	0	0	0
Average Net Worth ($) **43**	174	237	174	233	187	244	276	270	274	266
Current Ratio (×1) **44**	1.1	1.1	1.0	1.1	1.1	1.2	1.1	1.1	1.2	1.3
Quick Ratio (×1) **45**	1.0	1.0	0.9	1.0	1.0	1.1	1.0	1.0	1.0	1.1
Coverage Ratio (×1) **46**	7.5	6.9	7.4	7.3	6.8	7.0	7.5	9.9	9.0	10.2
Asset Turnover (×1) **47**	0.9	0.8	0.9	0.9	1.0	1.0	0.9	0.9	0.9	0.9
Operating Leverage **48**	1.4	1.1	1.0	1.1	0.8	1.1	1.0	1.1	0.9	1.1
Financial Leverage **49**	1.1	1.0	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	1.4	1.0	1.1	1.1	0.9	1.0	1.0	1.2	0.9	1.2

Real Estate Operators and Lessors of Buildings

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	198327	14314	64006	39244	32909	24047	20211	1988	1080	303	122	78	24
Revenues ($ in Thousands)														
Net Sales	2	23210687	1285707	2643302	1549847	1906026	2408596	4276979	1654542	1976856	1484561	1098133	1916199	1009940
Portfolio Income	3	3914868	321747	93424	416500	185988	257442	552667	334998	205741	279021	241707	313868	711770
Other Revenues	4	4552980	273834	169570	180576	198400	362150	712833	256500	423369	407148	200642	237855	1130095
Total Revenues	5	31678535	1881288	2906296	2146923	2290414	3028188	5542479	2246040	2605966	2170730	1540482	2467922	2851805
Average Total Revenues	6	160	131	45	55	70	126	274	1130	2413	7164	12627	31640	118825
Operating Costs/Operating Income (%)														
Cost of Operations	7	12.9	7.9	11.1	9.3	18.5	13.3	13.2	13.9	12.4	13.0	12.7	25.9	3.8
Salaries and Wages	8	8.8	4.0	15.1	7.1	11.1	9.1	9.3	9.7	7.6	7.9	8.0	7.9	5.8
Taxes Paid	9	8.4	15.3	6.0	9.4	8.8	9.3	9.9	7.5	8.3	8.2	7.2	5.6	6.0
Interest Paid	10	15.5	23.2	1.9	19.6	6.1	9.8	14.3	15.7	18.5	16.7	19.0	21.2	26.5
Depreciation, Depletion, Amortization	11	9.4	14.2	2.8	5.0	7.9	8.3	10.4	10.2	11.2	10.6	11.7	9.6	12.0
Pensions and Other Benefits	12	0.9	0.3	0.9	0.8	0.6	1.1	1.3	1.1	1.1	0.8	0.7	1.1	0.6
Other	13	38.8	67.1	51.8	42.1	37.9	35.1	29.9	33.5	35.8	34.9	35.9	35.4	41.1
Officers Compensation	14	4.3	0.4	8.6	6.5	3.5	6.1	6.0	4.8	2.9	3.4	1.5	2.5	1.2
Operating Margin	15	1.0	•	2.0	0.3	5.6	8.0	5.8	3.7	2.2	4.6	3.5	•	3.1
Oper. Margin Before Officers Compensation	16	5.3	•	10.5	6.8	9.1	14.0	11.8	8.5	5.1	8.1	5.0	•	4.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	34	•	2	6	16	22	50	296	476	1795	2253	5077	81928
Inventories	18	2	•	•	1	•	0	2	7	75	173	184	1198	899
Net Property, Plant and Equipment	19	509	•	22	108	248	514	1419	4707	9763	21509	41869	74556	366073
Total Assets	20	783	•	39	165	357	713	1962	6880	14908	35170	66794	154156	716284

Notes and Loans Payable **21**	526	•	30	99	237	473	1374	4811	10464	21390	44404	104681	443212
All Other Liabilities **22**	116	•	9	195	21	50	157	658	1545	4543	8179	22748	105206
Net Worth **23**	141	•	0	-130	99	190	430	1410	2899	9237	14212	26727	167866

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	1.3	3.1	2.0	1.5	1.3	1.1	1.2	1.1	0.9	0.8	0.6
Quick Ratio **25**	0.8	•	1.0	2.4	1.5	1.2	0.9	0.8	0.8	0.9	0.6	0.5	0.5
Net Sales to Working Capital **26**	13.7	•	19.6	2.4	2.4	3.7	4.8	26.8	6.9	19.6	•	•	•
Coverage Ratio **27**	1.1	•	2.1	1.0	1.9	1.8	1.4	1.2	1.1	1.3	1.2	0.6	1.1
Total Asset Turnover **28**	0.2	•	1.2	0.3	0.2	0.2	0.1	0.2	0.2	0.2	0.2	0.2	0.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.5	•	•	•	2.6	2.8	3.6	3.9	4.2	2.8	3.7	4.8	3.3

Selected Financial Factors (in Percentages)

Debt Ratio **32**	82.0	•	99.0	•	72.1	73.4	78.1	79.5	80.6	73.7	78.7	82.7	76.6
Return on Assets **33**	3.3	•	4.5	6.6	2.3	3.1	2.7	3.1	3.3	4.3	4.3	2.4	4.9
Return on Equity **34**	•	•	•	0.3	2.4	3.7	1.7	0.5	•	0.7	1.1	•	1.8
Return Before Interest on Equity **35**	18.3	•	•	•	8.1	11.6	12.5	15.1	16.9	16.2	20.3	14.0	20.9
Profit Margin, Before Income Tax **36**	0.7	•	2.0	0.3	5.5	7.6	5.3	3.2	1.8	4.2	3.9	•	3.1
Profit Margin, After Income Tax **37**	•	•	1.1	•	3.4	5.5	2.7	0.6	•	1.0	1.3	•	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	18.4	21.5	19.8	20.0	19.1	21.2	19.5	14.1	12.2	12.9
Operating Margin (%) **39**	3.4	5.1	0.7	1.4	•	•	•	•	1.1	1.0
Oper. Margin Before Officers Comp. (%) **40**	7.8	8.8	5.1	6.5	4.7	2.8	1.1	3.1	5.6	5.3
Average Net Receivables ($) **41**	36	34	39	53	47	52	39	33	30	34
Average Inventories ($) **42**	4	5	7	4	4	4	5	3	1	2
Average Net Worth ($) **43**	178	168	185	162	161	167	176	174	190	141
Current Ratio (x1) **44**	1.4	1.0	1.1	1.0	1.1	1.1	1.1	1.0	1.1	1.1
Quick Ratio (x1) **45**	1.0	0.7	0.7	0.7	0.8	0.8	0.8	0.7	0.8	0.8
Coverage Ratio (x1) **46**	1.2	1.3	1.0	1.1	1.0	0.9	0.8	0.9	1.1	1.1
Asset Turnover (x1) **47**	0.4	0.4	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2
Total Liabilities/Net Worth (x1) **48**	2.4	2.8	2.9	3.6	3.8	3.9	3.9	3.7	3.1	4.5
Return on Assets (x1) **49**	7.0	7.1	5.4	5.0	4.4	3.7	3.2	3.0	3.1	3.3
Return on Equity (%) **50**	0.6	2.2	•	•	•	•	•	•	•	•

Real Estate Operators and Lessors of Buildings

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	64546	3587	23043	12603	9992	7647	6195	777	465	141	58	•	•
Revenues ($ in Thousands)														
Net Sales	2	14490641	251472	2145262	781156	1016208	1605722	2931216	1212386	1268656	898928	758019	•	•
Portfolio Income	3	2455456	176483	79802	65607	131832	227441	425600	306441	147465	226182	170833	•	•
Other Revenues	4	2638775	157337	85421	150506	148688	274676	456919	146814	294470	294034	124973	•	•
Total Revenues	5	19584872	585292	2310485	997269	1296728	2107839	3813735	1665641	1710591	1419144	1053825	•	•
Average Total Revenues	6	303	163	100	79	130	276	616	2144	3679	10065	18169	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	13.1	3.7	13.0	2.5	14.8	6.6	15.0	14.0	10.9	12.4	15.6	•	•
Salaries and Wages	8	9.0	1.5	16.3	8.0	10.6	10.1	8.0	9.4	7.4	6.0	7.6	•	•
Taxes Paid	9	7.5	7.9	4.3	9.6	10.2	9.3	9.0	6.7	7.6	7.8	6.3	•	•
Interest Paid	10	9.5	10.5	1.3	4.7	4.6	7.2	9.2	10.8	15.6	11.6	13.9	•	•
Depreciation, Depletion, Amortization	11	7.7	10.2	1.9	5.1	7.4	7.2	7.8	8.0	10.3	8.2	9.9	•	•
Pensions and Other Benefits	12	1.0	•	0.7	0.6	0.9	1.2	1.4	1.2	1.2	0.8	0.7	•	•
Other	13	28.3	22.4	41.9	45.1	24.2	32.9	22.4	26.5	26.9	27.6	23.7	•	•
Officers Compensation	14	4.6	0.4	7.2	5.2	4.0	6.3	6.4	5.1	3.2	3.2	1.7	•	•
Operating Margin	15	19.5	43.4	13.4	19.3	23.4	19.1	20.8	18.5	17.0	22.4	20.8	•	•
Oper. Margin Before Officers Compensation	16	24.1	43.8	20.6	24.5	27.4	25.4	27.3	23.5	20.1	25.6	22.4	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	58	•	1	6	24	35	86	298	746	1627	1567	•	•
Inventories	18	3	•	•	•	•	0	4	18	80	290	357	•	•
Net Property, Plant and Equipment	19	500	•	18	85	191	403	1102	4043	9489	20192	45382	•	•
Total Assets	20	876	•	38	158	360	726	2002	6688	15081	35217	67446	•	•

Notes and Loans Payable **21**	464	•	16	71	133	314	946	3551	9280	17226	36196	•	•
All Other Liabilities **22**	90	•	4	11	30	62	170	682	1313	3260	7797	•	•
Net Worth **23**	323	•	18	76	197	351	886	2455	4488	14731	23453	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	2.9	3.8	2.8	2.4	2.3	1.8	1.3	1.1	1.3	•	•
Quick Ratio **25**	1.0	•	2.4	2.9	2.2	2.0	1.7	1.5	0.8	0.9	0.9	•	•
Net Sales to Working Capital **26**	7.1	•	12.2	2.3	2.0	2.7	2.5	4.0	6.5	14.4	7.8	•	•
Coverage Ratio **27**	3.0	5.2	11.5	5.2	6.1	3.6	3.2	2.7	2.1	2.9	2.6	•	•
Total Asset Turnover **28**	0.4	•	2.6	0.5	0.4	0.4	0.3	0.3	0.3	0.3	0.3	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.7	•	1.2	1.1	0.8	1.1	1.3	1.7	2.4	1.4	1.9	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.2	•	54.1	51.6	45.3	51.8	55.8	63.3	70.2	58.2	65.2	•	•
Return on Assets **33**	10.0	•	38.6	12.0	10.0	9.9	9.1	9.2	7.8	9.6	9.5	•	•
Return on Equity **34**	15.1	•	•	18.2	12.9	12.4	11.5	12.6	10.5	11.7	13.7	•	•
Return Before Interest on Equity **35**	27.0	•	•	24.7	18.3	20.4	20.6	25.0	26.3	23.0	27.4	•	•
Profit Margin, Before Income Tax **36**	19.3	•	13.4	19.3	23.2	18.8	20.4	17.9	16.6	22.0	21.5	•	•
Profit Margin, After Income Tax **37**	16.0	•	12.3	17.6	19.6	15.7	16.6	14.4	12.9	17.1	17.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	15.5	19.5	20.5	20.0	18.8	18.6	16.7	11.6	12.2	13.1
Operating Margin (%) **39**	19.3	20.8	17.3	18.5	17.4	17.1	16.8	17.6	20.2	19.5
Oper. Margin Before Officers Comp. (%) **40**	24.3	24.5	22.2	24.2	23.0	22.8	21.8	22.4	24.1	24.1
Average Net Receivables ($) **41**	39	32	36	42	54	51	42	49	49	58
Average Inventories ($) **42**	4	6	8	6	4	5	3	2	3	3
Average Net Worth ($) **43**	237	227	226	251	281	318	320	363	372	323
Current Ratio (×1) **44**	1.7	1.8	1.6	1.5	1.7	1.6	1.7	1.4	1.4	1.3
Quick Ratio (×1) **45**	1.3	1.2	1.0	1.0	1.3	1.2	1.2	1.1	1.0	1.0
Coverage Ratio (×1) **46**	2.8	3.0	2.8	2.9	2.7	2.6	2.7	2.7	3.0	3.0
Asset Turnover (×1) **47**	0.4	0.5	0.4	0.5	0.5	0.4	0.4	0.3	0.3	0.4
Operating Leverage **48**	0.9	1.1	0.8	1.1	0.9	1.0	1.0	1.1	1.2	1.0
Financial Leverage **49**	1.0	1.0	1.0	1.1	0.9	1.0	1.1	1.0	1.1	1.0
Total Leverage **50**	0.9	1.1	0.8	1.1	0.9	1.0	1.1	1.0	1.2	1.0

Lessors of Mining, Oil, and Similar Property

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	901	•	199	134	73	300	169	•	16	3	4	3	•
Revenues ($ in Thousands)														
Net Sales	2	103388	•	4277	•	•	19624	21627	•	33084	7656	•	17120	•
Portfolio Income	3	160490	•	•	316	14513	13193	11352	•	20279	10985	38468	51387	•
Other Revenues	4	189954	•	3641	20119	3718	31706	37939	•	27609	17103	45960	2156	•
Total Revenues	5	453832	•	7918	20435	18231	64523	70918	•	80972	35744	84428	70663	•
Average Total Revenues	6	504	•	40	152	250	215	420	•	5061	11915	21107	23554	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	7.9	•	•	•	•	•	13.0	•	28.8	•	•	4.4	•
Salaries and Wages	8	2.7	•	•	3.9	0.1	3.1	4.4	•	5.5	0.4	0.6	1.8	•
Taxes Paid	9	6.6	•	7.2	0.5	3.1	6.1	9.9	•	5.1	7.4	5.6	8.5	•
Interest Paid	10	10.2	•	•	•	•	4.4	4.4	•	0.2	0.1	12.8	41.2	•
Depreciation, Depletion, Amortization	11	8.9	•	8.7	6.8	0.3	9.4	11.3	•	10.2	12.9	5.7	9.1	•
Pensions and Other Benefits	12	0.8	•	•	0.5	•	•	0.1	•	1.9	•	0.1	2.5	•
Other	13	24.7	•	52.9	58.0	7.6	12.5	34.1	•	11.0	6.3	42.0	22.3	•
Officers Compensation	14	4.9	•	•	1.6	•	23.7	2.1	•	3.2	0.9	1.3	1.6	•
Operating Margin	15	33.5	•	31.2	28.8	89.0	40.9	20.8	•	34.1	72.0	31.9	8.8	•
Oper. Margin Before Officers Compensation	16	38.4	•	31.2	30.4	89.0	64.6	22.8	•	37.3	72.8	33.2	10.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	83	•	•	•	•	4	34	•	462	2705	6260	9051	•
Inventories	18	4	•	•	•	•	•	•	•	193	83	•	200	•
Net Property, Plant and Equipment	19	854	•	30	0	1	431	564	•	3249	1951	25291	126489	•
Total Assets	20	2082	•	48	101	310	704	2238	•	13358	30683	77176	208770	•

Notes and Loans Payable **21**	785	•	8	•	275	178	233	•	85	•	36329	148709	•
All Other Liabilities **22**	120	•	2	0	9	88	35	•	1087	3237	1317	14246	•
Net Worth **23**	1177	•	38	101	25	439	1970	•	12185	27447	39530	45816	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	4.4	•	9.1	•	10.7	1.9	10.3	•	8.7	6.3	12.4	1.2	•
Quick Ratio **25**	3.2	•	9.1	•	10.6	0.8	6.1	•	7.8	4.5	11.6	1.0	•
Net Sales to Working Capital **26**	1.3	•	2.6	1.5	0.9	2.2	0.5	•	1.6	1.5	1.4	11.9	•
Coverage Ratio **27**	4.3	•	•	•	•	10.4	5.4	•	•	•	3.5	1.2	•
Total Asset Turnover **28**	0.3	•	0.8	1.5	0.8	0.3	0.2	•	0.4	0.4	0.3	0.1	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.8	•	0.3	0.0	11.2	0.6	0.1	•	0.1	0.1	1.0	3.6	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	43.5	•	19.7	0.2	91.8	37.7	12.0	•	8.8	10.6	48.8	78.1	•
Return on Assets **33**	10.5	•	26.1	•	•	13.8	4.5	•	12.5	27.9	12.2	5.7	•
Return on Equity **34**	10.0	•	27.6	•	•	16.0	2.5	•	9.2	21.5	11.1	3.5	•
Return Before Interest on Equity **35**	18.5	•	32.5	•	•	22.2	5.1	•	13.7	31.2	23.8	25.7	•
Profit Margin, Before Income Tax **36**	33.1	•	31.2	28.8	•	•	19.6	•	32.9	•	31.7	8.8	•
Profit Margin, After Income Tax **37**	23.3	•	26.5	27.5	•	32.6	11.7	•	22.1	•	20.9	6.7	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	17.6	16.8	20.3	14.8	8.8	9.7	2.5	5.8	5.0	7.9
Operating Margin (%) **39**	25.5	25.1	27.5	18.8	35.0	34.3	42.1	43.8	45.0	33.5
Oper. Margin Before Officers Comp. (%) **40**	29.5	30.3	31.4	22.6	37.5	38.0	45.2	47.7	49.0	38.4
Average Net Receivables ($) **41**	117	95	102	79	336	55	89	97	90	83
Average Inventories ($) **42**	14	17	12	13	20	6	3	3	3	4
Average Net Worth ($) **43**	624	509	722	413	1468	462	638	546	993	1177
Current Ratio (x1) **44**	2.5	6.0	6.2	3.9	3.9	2.4	7.9	8.0	6.5	4.4
Quick Ratio (x1) **45**	2.2	5.0	5.4	3.0	3.2	2.2	7.0	6.8	5.4	3.2
Coverage Ratio (x1) **46**	3.3	3.5	3.6	2.4	3.4	3.1	4.2	6.5	5.4	4.3
Asset Turnover (x1) **47**	0.3	0.2	0.2	0.3	0.2	0.3	0.3	0.3	0.3	0.3
Total Liabilities/Net Worth (x1) **48**	1.5	1.6	1.2	1.6	2.2	2.1	1.3	2.3	1.0	0.8
Return on Assets (x1) **49**	10.8	8.0	8.9	9.6	8.3	12.8	13.4	14.7	13.3	10.5
Return on Equity (%) **50**	11.1	9.0	9.3	10.6	11.8	18.8	16.5	29.0	15.1	10.0

Lessors of Mining, Oil, and Similar Property

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	635	•	199	134	10	126	142	•	16	3	4	•	•
Revenues ($ in Thousands)														
Net Sales	2	90895	•	4277	•	•	19441	9318	•	33084	7656	17120	•	•
Portfolio Income	3	145334	•	•	316	13915	12836	10600	•	20279	10985	76405	•	•
Other Revenues	4	164653	•	3641	20119	3718	12724	31618	•	27609	17103	48117	•	•
Total Revenues	5	400882	•	7918	20435	17633	45001	51536	•	80972	35744	141642	•	•
Average Total Revenues	6	631	•	40	152	1763	357	363	•	5061	11915	35410	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	6.7	•	•	•	•	•	0.6	•	28.8	•	2.2	•	•
Salaries and Wages	8	2.6	•	•	3.9	0.1	0.7	6.0	•	5.5	0.4	1.2	•	•
Taxes Paid	9	6.7	•	7.2	0.5	3.1	3.9	12.2	•	5.1	7.4	7.6	•	•
Interest Paid	10	7.7	•	•	•	•	1.4	5.6	•	0.2	0.1	19.1	•	•
Depreciation, Depletion, Amortization	11	9.2	•	8.7	6.8	0.3	10.3	11.3	•	10.2	12.9	7.9	•	•
Pensions and Other Benefits	12	0.9	•	•	0.5	•	•	0.2	•	1.9	•	1.3	•	•
Other	13	23.5	•	52.9	58.0	4.2	8.8	22.5	•	11.0	6.3	35.7	•	•
Officers Compensation	14	1.6	•	•	1.6	•	1.0	0.7	•	3.2	0.9	1.6	•	•
Operating Margin	15	41.3	•	31.2	28.8	92.3	74.0	40.9	•	34.1	72.0	23.4	•	•
Oper. Margin Before Officers Compensation	16	42.8	•	31.2	30.4	92.3	75.0	41.6	•	37.3	72.8	25.0	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	69	•	•	•	•	0	31	•	462	2705	5934	•	•
Inventories	18	6	•	•	•	•	•	•	•	193	83	150	•	•
Net Property, Plant and Equipment	19	921	•	30	0	•	342	546	•	3249	1951	100028	•	•
Total Assets	20	2201	•	48	101	308	685	2205	•	13358	30683	166504	•	•

Notes and Loans Payable **21**	605	•	8	•	•	171	236	•	85	•	81629	•	•
All Other Liabilities **22**	139	•	2	0	6	98	30	•	1087	3237	10984	•	•
Net Worth **23**	1457	•	38	101	302	416	1940	•	12185	27447	73891	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	4.8	•	9.1	•	•	2.1	13.3	•	8.7	6.3	2.1	•	•
Quick Ratio **25**	3.3	•	9.1	•	•	0.7	7.3	•	7.8	4.5	1.8	•	•
Net Sales to Working Capital **26**	1.4	•	2.6	1.5	5.8	2.3	0.4	•	1.6	1.5	3.4	•	•
Coverage Ratio **27**	6.3	•	•	•	•	•	8.0	•	•	•	2.2	•	•
Total Asset Turnover **28**	0.3	•	0.8	1.5	5.7	0.5	0.2	•	0.4	0.4	0.2	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.5	•	0.3	0.0	0.0	0.7	0.1	•	0.1	0.1	1.3	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	33.8	•	19.7	0.2	1.9	39.2	12.1	•	8.8	10.6	55.6	•	•
Return on Assets **33**	13.9	•	26.1	•	•	39.3	7.4	•	12.5	27.9	9.0	•	•
Return on Equity **34**	12.9	•	27.6	•	•	•	5.3	•	9.2	21.5	7.6	•	•
Return Before Interest on Equity **35**	21.0	•	32.5	•	•	•	8.4	•	13.7	31.2	20.3	•	•
Profit Margin, Before Income Tax **36**	•	•	31.2	28.8	•	•	•	•	32.9	•	23.3	•	•
Profit Margin, After Income Tax **37**	29.7	•	26.5	27.5	•	•	28.5	•	22.1	•	15.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	10.1	1.2	8.7	9.8	10.6	5.6	0.4	6.1	5.4	6.7
Operating Margin (%) **39**	44.5	62.7	47.8	27.3	55.5	47.7	55.3	47.0	52.1	41.3
Oper. Margin Before Officers Comp. (%) **40**	48.9	66.2	51.9	31.5	58.0	50.3	56.3	50.5	53.2	42.8
Average Net Receivables ($) **41**	59	76	77	32	116	21	160	80	99	69
Average Inventories ($) **42**	•	•	7	9	32	7	•	3	4	6
Average Net Worth ($) **43**	882	606	758	408	2367	497	1502	520	1354	1457
Current Ratio (×1) **44**	5.4	18.4	8.0	6.1	3.4	2.7	6.6	7.4	7.4	4.8
Quick Ratio (×1) **45**	4.8	17.2	7.1	4.4	2.5	2.4	6.0	6.3	6.0	3.3
Coverage Ratio (×1) **46**	13.1	22.1	15.2	7.2	66.8	25.5	6.1	8.5	8.3	6.3
Asset Turnover (×1) **47**	0.4	0.4	0.3	0.5	0.4	0.5	0.3	0.4	0.3	0.3
Operating Leverage **48**	1.0	1.4	0.8	0.6	2.0	0.9	1.2	0.9	1.1	0.8
Financial Leverage **49**	1.0	1.1	1.0	1.0	1.1	1.0	0.9	1.1	1.0	1.0
Total Leverage **50**	1.0	1.6	0.7	0.6	2.2	0.9	1.0	0.9	1.1	0.8

Lessors of Railroad Property

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3194	468	860	613	549	373	313	•	14	4	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	119716	573	•	24120	•	•	79094	•	15889	40	•	•	•
Portfolio Income	3	50065	425	•	6998	2172	5346	13749	•	3601	17771	•	•	•
Other Revenues	4	120669	962	5133	2974	18853	18111	58309	•	13623	2706	•	•	•
Total Revenues	5	290450	1960	5133	34092	21025	23457	151152	•	33113	20517	•	•	•
Average Total Revenues	6	91	4	6	56	38	63	483	•	2365	5129	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	1.3	•	•	•	•	•	2.5	•	•	•	•	•	•
Salaries and Wages	8	8.2	•	•	1.3	8.6	1.2	12.2	•	6.5	3.2	•	•	•
Taxes Paid	9	11.0	10.7	18.7	8.5	15.4	7.3	14.0	•	4.6	1.2	•	•	•
Interest Paid	10	12.7	33.8	•	2.6	•	3.1	7.2	•	32.8	63.1	•	•	•
Depreciation, Depletion, Amortization	11	9.2	4.4	0.5	1.3	10.9	12.2	5.2	•	35.7	5.8	•	•	•
Pensions and Other Benefits	12	2.0	•	•	•	•	0.3	3.6	•	0.3	0.5	•	•	•
Other	13	26.5	23.3	14.4	18.9	29.2	25.0	30.6	•	23.3	17.1	•	•	•
Officers Compensation	14	4.8	•	•	3.0	16.7	15.2	2.8	•	2.0	4.6	•	•	•
Operating Margin	15	24.4	27.7	66.5	64.5	19.2	35.8	22.0	•	•	4.7	•	•	•
Oper. Margin Before Officers Compensation	16	29.2	27.7	66.5	67.6	35.8	51.0	24.9	•	•	9.2	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	58	•	•	3	0	12	249	•	578	23362	•	•	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	298	•	40	109	323	532	886	•	10873	10917	•	•	•
Total Assets	20	492	•	44	139	353	635	1742	•	13207	71992	•	•	•

Notes and Loans Payable **21**	211	•	1	39	106	191	483	•	13451	45186	•	•	•
All Other Liabilities **22**	80	•	1	3	6	128	283	•	5529	8981	•	•	•
Net Worth **23**	201	•	42	96	241	317	976	•	-5774	17825	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	8.3	2.7	0.6	3.5	•	0.4	1.6	•	•	•
Quick Ratio **25**	1.3	•	1.3	7.2	2.7	0.4	3.3	•	0.1	1.5	•	•	•
Net Sales to Working Capital **26**	2.3	•	7.6	2.9	2.2	•	1.3	•	•	0.4	•	•	•
Coverage Ratio **27**	2.9	1.8	•	•	•	12.5	4.0	•	0.9	1.1	•	•	•
Total Asset Turnover **28**	0.2	•	0.1	0.4	0.1	0.1	0.3	•	0.2	0.1	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	0.1	0.4	0.5	1.0	0.8	•	•	3.0	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.2	•	5.2	30.5	31.6	50.2	44.0	•	•	75.3	•	•	•
Return on Assets **33**	6.8	•	9.0	26.9	2.1	3.8	8.0	•	5.0	4.8	•	•	•
Return on Equity **34**	8.9	•	8.0	37.1	2.7	5.8	7.6	•	3.6	1.3	•	•	•
Return Before Interest on Equity **35**	16.7	•	9.5	•	3.1	7.7	14.3	•	•	19.5	•	•	•
Profit Margin, Before Income Tax **36**	24.2	27.7	•	•	19.2	•	21.7	•	•	4.7	•	•	•
Profit Margin, After Income Tax **37**	19.6	24.1	•	•	17.1	29.4	15.3	•	•	4.6	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	14.9	22.8	22.3	34.6	36.1	30.8	34.9	1.9	1.0	1.3
Operating Margin (%) **39**	9.2	9.8	8.1	3.6	3.0	20.9	13.2	30.5	18.0	24.4
Oper. Margin Before Officers Comp. (%) **40**	14.0	13.6	13.6	6.7	6.1	23.7	16.6	34.3	20.9	29.2
Average Net Receivables ($) **41**	22	31	34	42	35	36	62	53	51	58
Average Inventories ($) **42**	3	2	3	9	6	4	5	•	•	•
Average Net Worth ($) **43**	211	135	217	172	149	142	191	216	181	201
Current Ratio (x1) **44**	1.7	1.4	1.3	1.2	1.3	1.9	1.9	3.4	2.4	1.5
Quick Ratio (x1) **45**	1.3	1.0	1.1	1.0	1.1	1.7	1.6	3.3	2.0	1.3
Coverage Ratio (x1) **46**	1.4	1.5	1.5	1.3	1.3	2.6	2.1	3.0	2.2	2.9
Asset Turnover (x1) **47**	0.2	0.3	0.2	0.3	0.2	0.3	0.2	0.2	0.2	0.2
Total Liabilities/Net Worth (x1) **48**	0.9	1.6	1.3	1.6	1.9	1.5	1.3	0.9	1.7	1.5
Return on Assets (x1) **49**	6.4	8.2	5.2	3.9	3.4	8.8	5.9	7.9	5.8	6.8
Return on Equity (%) **50**	0.9	3.9	2.4	•	•	10.2	5.3	7.6	6.4	8.9

Lessors of Railroad Property

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1461	48	405	422	206	164	208	•	8	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	55808	573	•	24120	•	•	31075	•	40	•	•	•	•
Portfolio Income	3	33451	425	•	6998	2172	5344	5569	•	12940	•	•	•	•
Other Revenues	4	104801	829	4145	2974	11097	16729	57363	•	11667	•	•	•	•
Total Revenues	5	194060	1827	4145	34092	13269	22073	94007	•	24647	•	•	•	•
Average Total Revenues	6	133	38	10	81	64	135	452	•	3081	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	1.9	•	•	•	•	•	3.9	•	•	•	•	•	•
Salaries and Wages	8	3.0	•	•	1.3	•	0.5	5.4	•	0.6	•	•	•	•
Taxes Paid	9	12.1	8.7	12.0	8.5	20.0	6.5	16.1	•	3.0	•	•	•	•
Interest Paid	10	10.3	36.3	•	2.6	•	2.5	4.1	•	57.2	•	•	•	•
Depreciation, Depletion, Amortization	11	5.4	•	•	1.3	6.9	12.1	3.5	•	13.1	•	•	•	•
Pensions and Other Benefits	12	0.2	•	•	•	•	0.3	0.3	•	•	•	•	•	•
Other	13	22.2	16.4	1.8	18.9	16.3	22.8	28.8	•	8.3	•	•	•	•
Officers Compensation	14	5.0	•	•	3.0	26.4	16.1	1.0	•	2.4	•	•	•	•
Operating Margin	15	39.9	38.7	86.2	64.5	30.4	39.3	36.9	•	15.5	•	•	•	•
Oper. Margin Before Officers Compensation	16	44.9	38.7	86.2	67.6	56.8	55.4	37.9	•	17.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	75	•	•	4	1	1	48	•	12205	•	•	•	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	311	•	25	99	277	530	796	•	11604	•	•	•	•
Total Assets	20	567	•	26	142	350	630	1545	•	32590	•	•	•	•

Notes and Loans Payable **21**	211	•	•	32	1	114	358	•	25296	•	•	•	•
All Other Liabilities **22**	42	•	2	4	15	23	245	•	112	•	•	•	•
Net Worth **23**	313	•	24	107	334	493	942	•	7182	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	0.3	8.3	8.7	1.2	7.0	•	1.0	•	•	•	•
Quick Ratio **25**	1.6	•	0.3	7.2	8.7	1.1	6.3	•	1.0	•	•	•	•
Net Sales to Working Capital **26**	2.0	•	•	2.9	1.0	9.9	1.4	•	7.6	•	•	•	•
Coverage Ratio **27**	4.9	2.1	•	•	•	•	10.0	•	1.3	•	•	•	•
Total Asset Turnover **28**	0.2	•	0.4	0.6	0.2	0.2	0.3	•	0.1	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.8	•	0.1	0.3	0.1	0.3	0.6	•	3.5	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	44.7	•	6.5	24.9	4.6	21.7	39.0	•	78.0	•	•	•	•
Return on Assets **33**	11.7	•	34.5	38.0	5.6	8.9	11.8	•	6.9	•	•	•	•
Return on Equity **34**	14.0	•	31.2	•	5.2	8.9	12.5	•	5.6	•	•	•	•
Return Before Interest on Equity **35**	21.2	•	•	•	5.9	11.4	19.4	•	31.2	•	•	•	•
Profit Margin, Before Income Tax **36**	•	•	•	•	30.4	•	•	•	15.5	•	•	•	•
Profit Margin, After Income Tax **37**	33.0	34.8	•	•	27.1	32.5	26.1	•	13.0	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	4.8	17.8	3.3	31.9	5.2	33.7	2.1	1.7	1.2	1.9
Operating Margin (%) **39**	33.7	33.6	23.8	21.6	39.8	25.1	38.1	46.4	31.7	39.9
Oper. Margin Before Officers Comp. (%) **40**	39.3	38.4	31.1	25.8	45.4	28.1	43.7	50.1	35.0	44.9
Average Net Receivables ($) **41**	15	26	30	45	73	63	65	2	9	75
Average Inventories ($) **42**	1	•	0	10	•	7	•	•	•	•
Average Net Worth ($) **43**	295	138	260	233	257	200	204	199	216	313
Current Ratio (×1) **44**	1.9	1.9	1.3	3.6	2.5	2.8	3.2	3.7	1.8	1.8
Quick Ratio (×1) **45**	1.4	1.4	1.1	3.0	2.1	2.3	3.1	3.2	1.5	1.6
Coverage Ratio (×1) **46**	3.7	3.4	2.3	4.7	7.9	3.6	3.5	9.1	6.1	4.9
Asset Turnover (×1) **47**	0.3	0.3	0.2	0.4	0.2	0.4	0.2	0.3	0.3	0.2
Operating Leverage **48**	0.8	1.0	0.7	0.9	1.9	0.6	1.5	1.2	0.7	1.3
Financial Leverage **49**	0.9	1.1	0.8	1.3	1.1	0.9	1.0	1.2	1.0	1.0
Total Leverage **50**	0.7	1.1	0.6	1.2	2.0	0.6	1.6	1.5	0.7	1.2

Condominium Management and Cooperative Housing Associations

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	43590	925	22646	7473	4396	2812	3960	852	383	109	28	4	•
Revenues ($ in Thousands)														
Net Sales	2	10051008	50750	1338972	1244353	663372	989069	2931798	1105805	941383	390970	236625	157910	•
Portfolio Income	3	196925	38	20163	26138	30578	20496	48880	23159	13735	6482	4064	3195	•
Other Revenues	4	2024680	25679	287947	364775	545385	264450	199192	131574	116052	66472	14832	8320	•
Total Revenues	5	12272613	76467	1647082	1635266	1239335	1274015	3179870	1260538	1071170	463924	255521	169425	•
Average Total Revenues	6	282	83	73	219	282	453	803	1480	2797	4256	9126	42356	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	4.1	20.1	11.9	1.9	11.7	4.6	0.6	0.3	1.2	0.5	3.8	1.9	•
Salaries and Wages	8	13.1	5.5	7.7	12.9	7.9	9.9	16.4	17.6	16.1	11.6	11.6	21.8	•
Taxes Paid	9	11.5	5.7	1.3	2.4	2.9	8.1	16.3	22.7	20.5	21.4	20.3	15.0	•
Interest Paid	10	8.5	6.0	0.1	0.8	1.2	4.0	11.2	16.3	17.8	26.2	18.9	17.8	•
Depreciation, Depletion, Amortization	11	7.2	3.3	0.4	1.3	2.0	4.2	8.9	13.8	16.1	19.6	14.2	14.2	•
Pensions and Other Benefits	12	1.3	0.3	0.3	0.4	0.6	0.8	1.6	2.4	2.1	1.7	2.3	6.1	•
Other	13	57.9	44.1	79.5	80.2	73.1	69.1	49.1	34.6	34.6	34.6	32.5	30.3	•
Officers Compensation	14	0.2	•	0.9	0.5	•	0.3	•	•	0.1	•	•	•	•
Operating Margin	15	•	15.0	•	•	0.5	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	15.0	•	0.3	0.5	•	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14	•	2	5	14	23	55	64	209	129	321	1351	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	572	•	2	26	103	398	1844	5789	14197	30003	56668	146503	•
Total Assets	20	758	•	36	166	355	732	2410	6790	15841	32184	63742	170701	•

Notes and Loans Payable **21**	313	•	2	19	43	257	1137	2939	7092	14135	24569	150472	•
All Other Liabilities **22**	55	•	8	32	66	88	184	272	750	781	2464	11536	•
Net Worth **23**	389	•	25	115	246	388	1089	3579	7999	17268	36709	8694	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.8	•	5.2	6.8	4.3	3.2	2.2	2.6	1.5	0.8	3.5	1.6	•
Quick Ratio **25**	2.4	•	4.8	6.4	4.0	2.7	1.7	2.1	1.1	0.6	2.4	1.0	•
Net Sales to Working Capital **26**	2.8	•	2.7	1.9	1.6	2.3	3.4	3.2	7.0	•	3.3	6.2	•
Coverage Ratio **27**	0.6	3.5	•	0.7	1.4	0.8	0.6	0.5	0.5	0.4	0.8	0.6	•
Total Asset Turnover **28**	0.4	•	2.0	1.3	0.8	0.6	0.3	0.2	0.2	0.1	0.2	0.3	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.0	•	0.4	0.4	0.5	0.9	1.2	0.9	1.0	0.9	0.7	18.6	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	48.6	•	29.6	30.4	30.8	47.0	54.8	47.3	49.5	46.4	42.4	94.9	•
Return on Assets **33**	1.8	•	•	0.7	1.4	2.0	2.4	1.9	1.6	1.4	2.2	2.6	•
Return on Equity **34**	•	•	•	•	0.1	•	•	•	•	•	•	•	•
Return Before Interest on Equity **35**	3.5	•	•	1.0	2.0	3.7	5.3	3.6	3.2	2.6	3.8	•	•
Profit Margin, Before Income Tax **36**	•	15.0	•	•	0.5	•	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	9.3	•	•	0.1	•	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	6.4	8.5	15.1	18.5	18.7	25.9	29.0	5.0	2.7	4.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	13	11	12	12	10	11	13	12	14	14
Average Inventories ($) **42**	0	0	0	•	•	0	•	•	•	•
Average Net Worth ($) **43**	349	389	383	453	425	419	391	390	412	389
Current Ratio (×1) **44**	2.2	2.0	2.6	2.4	2.4	2.5	2.7	2.2	2.6	2.8
Quick Ratio (×1) **45**	1.8	1.6	2.3	2.1	2.0	2.2	2.3	1.9	2.2	2.4
Coverage Ratio (×1) **46**	0.5	0.4	0.4	0.5	0.5	0.5	0.5	0.6	0.6	0.6
Asset Turnover (×1) **47**	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4
Total Liabilities/Net Worth (×1) **48**	1.1	1.0	1.0	0.9	1.0	0.9	1.0	0.9	1.0	1.0
Return on Assets (×1) **49**	1.8	1.4	1.5	1.5	1.6	1.7	1.8	2.0	1.8	1.8
Return on Equity (%) **50**	•	•	•	•	•	•	•	•	•	•

Condominium Management and Cooperative Housing Associations

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	22765	260	11641	4700	2886	1327	1606	224	96	19	6	•	•
Revenues ($ in Thousands)														
Net Sales	2	5087444	10723	732501	804413	542035	481567	1728681	389160	246589	59258	92517	•	•
Portfolio Income	3	132251	13	15129	19051	26396	14957	33526	12143	5350	3264	2424	•	•
Other Revenues	4	1191086	13431	253528	205564	356907	163037	123500	22067	23896	25878	3276	•	•
Total Revenues	5	6410781	24167	1001158	1029028	925338	659561	1885707	423370	275835	88400	98217	•	•
Average Total Revenues	6	282	93	86	219	321	497	1174	1890	2873	4653	16370	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	5.5	•	16.1	2.1	15.7	•	0.4	•	3.5	0.4	7.1	•	•
Salaries and Wages	8	11.9	2.4	5.6	10.0	7.0	9.5	18.4	17.4	11.2	11.1	12.7	•	•
Taxes Paid	9	7.5	7.2	1.4	1.5	1.4	4.9	12.4	23.8	16.8	9.4	15.6	•	•
Interest Paid	10	3.7	0.6	•	0.2	0.3	2.4	5.6	11.2	11.3	23.0	12.3	•	•
Depreciation, Depletion, Amortization	11	3.3	0.2	0.3	0.9	1.0	1.4	4.6	9.6	11.8	17.4	8.1	•	•
Pensions and Other Benefits	12	1.0	0.5	•	0.2	0.6	0.4	1.8	1.5	2.2	1.8	3.2	•	•
Other	13	62.9	10.9	71.7	82.2	70.2	76.2	53.5	33.2	35.8	35.3	35.9	•	•
Officers Compensation	14	0.3	•	0.9	0.7	•	•	•	•	•	•	•	•	•
Operating Margin	15	4.0	78.2	3.9	2.2	3.8	5.3	3.3	3.4	7.4	1.7	5.1	•	•
Oper. Margin Before Officers Compensation	16	4.2	78.2	4.9	3.0	3.8	5.3	3.3	3.4	7.5	1.7	5.1	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13	•	2	5	14	23	80	80	298	133	430	•	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	256	•	2	8	48	203	1298	5168	13030	30934	46513	•	•
Total Assets	20	478	•	49	166	359	702	2183	7048	15011	33875	66468	•	•

Notes and Loans Payable **21**	150	•	1	4	10	176	884	2640	6285	15301	37385	•	•
All Other Liabilities **22**	56	•	9	21	66	106	340	441	353	742	7363	•	•
Net Worth **23**	273	•	40	142	283	421	959	3968	8374	17832	21720	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	4.1	•	9.5	8.1	5.5	5.1	2.2	4.5	4.2	2.1	3.7	•	•
Quick Ratio **25**	3.6	•	8.8	7.9	5.3	4.5	1.8	4.0	3.2	1.9	2.8	•	•
Net Sales to Working Capital **26**	1.9	•	2.1	1.6	1.4	1.4	3.0	1.6	2.3	4.2	2.3	•	•
Coverage Ratio **27**	2.1	•	•	13.1	12.8	3.1	1.6	1.3	1.7	1.1	1.4	•	•
Total Asset Turnover **28**	0.6	•	1.8	1.3	0.9	0.7	0.5	0.3	0.2	0.1	0.3	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.8	•	0.2	0.2	0.3	0.7	1.3	0.8	0.8	0.9	2.1	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	43.0	•	19.3	14.7	21.3	40.1	56.1	43.7	44.2	47.4	67.3	•	•
Return on Assets **33**	4.5	•	7.0	3.1	3.6	5.4	4.8	3.9	3.6	3.4	4.2	•	•
Return on Equity **34**	3.7	•	7.9	3.0	3.7	5.8	3.7	1.3	2.4	0.4	3.5	•	•
Return Before Interest on Equity **35**	7.9	•	8.6	3.6	4.6	9.0	10.8	6.9	6.4	6.5	13.0	•	•
Profit Margin, Before Income Tax **36**	3.9	•	3.9	2.2	3.8	5.2	3.3	3.3	7.3	1.7	5.0	•	•
Profit Margin, After Income Tax **37**	3.5	•	3.7	1.9	3.3	4.9	3.0	2.7	6.9	1.5	4.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	4.3	9.0	17.2	26.1	28.4	33.7	36.0	6.5	3.5	5.5
Operating Margin (%) **39**	6.0	5.3	4.7	4.6	5.6	4.6	4.1	3.8	3.8	4.0
Oper. Margin Before Officers Comp. (%) **40**	7.4	7.0	7.3	6.4	6.8	4.9	4.7	4.2	4.3	4.2
Average Net Receivables ($) **41**	16	13	11	8	8	7	9	9	12	13
Average Inventories ($) **42**	0	0	0	•	•	0	•	•	•	•
Average Net Worth ($) **43**	166	181	138	162	164	185	233	274	249	273
Current Ratio (×1) **44**	3.2	3.1	4.2	4.1	4.1	3.8	4.1	4.0	4.1	4.1
Quick Ratio (×1) **45**	2.7	2.7	3.9	3.7	3.7	3.4	3.8	3.7	3.7	3.6
Coverage Ratio (×1) **46**	2.5	2.7	2.6	2.5	3.0	2.3	2.0	1.9	2.0	2.1
Asset Turnover (×1) **47**	0.6	0.6	0.7	0.6	0.7	0.6	0.6	0.5	0.6	0.6
Operating Leverage **48**	1.1	0.9	0.9	1.0	1.2	0.8	0.9	0.9	1.0	1.1
Financial Leverage **49**	1.0	1.0	1.0	1.0	1.1	0.9	0.9	1.0	1.1	1.0
Total Leverage **50**	1.1	0.9	0.9	0.9	1.3	0.7	0.8	0.9	1.1	1.1

Subdividers and Developers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	60684	3848	20722	11207	7035	6896	9074	1011	543	196	75	44	33
Revenues ($ in Thousands)														
Net Sales	2	29610355	447885	1705552	1791614	1254651	2316581	7431676	2492591	1867134	2076662	1272701	2542637	4410672
Portfolio Income	3	1814668	46527	10744	51623	26480	42220	289328	49442	97259	123335	119120	138907	819682
Other Revenues	4	2402721	87917	80597	10686	93731	153497	492986	272910	211757	208114	136448	245511	408568
Total Revenues	5	33827744	582329	1796893	1853923	1374862	2512298	8213990	2814943	2176150	2408111	1528269	2927055	5638922
Average Total Revenues	6	557	151	87	165	195	364	905	2784	4008	12286	20377	66524	170876
Operating Costs/Operating Income (%)														
Cost of Operations	7	65.0	71.3	72.4	67.1	59.7	67.0	70.1	66.6	60.0	63.6	58.0	65.7	57.8
Salaries and Wages	8	4.9	2.1	1.8	6.7	4.1	3.7	3.4	6.9	6.2	5.8	8.2	6.2	5.2
Taxes Paid	9	2.4	1.5	2.0	2.3	3.2	2.2	2.2	2.2	3.8	2.1	2.4	1.6	3.0
Interest Paid	10	7.2	4.8	1.1	2.1	4.4	3.8	5.2	4.4	8.3	8.6	8.4	5.5	16.9
Depreciation, Depletion, Amortization	11	2.2	1.5	0.7	0.9	1.4	1.1	1.5	2.1	3.3	2.4	3.0	2.3	4.4
Pensions and Other Benefits	12	0.5	0.3	0.7	0.2	0.2	0.3	0.4	0.7	0.5	0.6	0.9	0.5	0.8
Other	13	17.5	63.3	15.9	16.0	19.5	14.2	12.0	12.0	19.3	21.6	23.1	23.1	18.9
Officers Compensation	14	2.2	1.1	2.8	2.4	3.0	1.8	2.6	2.8	3.5	1.8	2.1	1.2	1.4
Operating Margin	15	•	•	2.8	2.3	4.6	5.9	2.8	2.4	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.2	•	5.6	4.7	7.6	7.7	5.3	5.2	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	105	•	2	15	21	60	148	414	778	2816	6140	14844	53461
Inventories	18	261	•	3	45	81	199	544	1284	2848	6902	12281	22471	69211
Net Property, Plant and Equipment	19	447	•	9	44	114	184	653	2659	5058	10057	22260	42798	227359
Total Assets	20	1445	•	31	168	360	702	2063	6919	14705	34001	70439	150197	773643

Notes and Loans Payable **21**	861	•	30	122	284	476	1339	4746	9873	20806	39681	78115	369090
All Other Liabilities **22**	249	•	14	76	39	90	406	943	113	6302	14008	32409	139980
Net Worth **23**	335	•	-14	-30	37	136	318	1231	4718	6893	16751	39674	264573

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.1	2.3	2.8	2.5	2.0	1.5	1.4	1.6	1.9	2.3	1.2
Quick Ratio **25**	0.5	•	0.8	0.9	1.1	0.8	0.6	0.4	0.4	0.5	0.6	0.8	0.5
Net Sales to Working Capital **26**	2.6	•	•	3.2	2.1	1.7	1.9	3.4	2.6	2.5	1.7	2.0	5.9
Coverage Ratio **27**	0.7	•	3.5	2.1	2.1	2.6	1.5	1.6	0.4	0.2	0.3	•	0.5
Total Asset Turnover **28**	0.4	•	2.8	1.0	0.6	0.5	0.4	0.4	0.3	0.4	0.3	0.5	0.2
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.3	•	•	•	8.8	4.2	5.5	4.6	2.1	3.9	3.2	2.8	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.8	•	•	•	89.8	80.7	84.6	82.2	67.9	79.7	76.2	73.6	65.8
Return on Assets **33**	2.0	•	11.0	4.4	4.9	5.1	3.5	2.7	1.0	0.7	0.7	•	1.9
Return on Equity **34**	•	•	•	•	19.2	14.9	6.5	4.6	•	•	•	•	•
Return Before Interest on Equity **35**	8.6	•	•	•	•	26.2	22.7	15.3	3.0	3.4	2.9	•	5.6
Profit Margin, Before Income Tax **36**	•	•	2.8	2.3	4.6	5.9	2.7	2.4	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	•	2.7	1.9	3.6	5.5	2.3	2.0	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	25.7	26.7	59.4	61.5	57.5	59.7	58.8	61.3	64.7	65.0
Operating Margin (%) **39**	•	0.8	2.1	1.6	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	1.9	6.2	5.0	4.4	0.8	•	•	•	•	0.2
Average Net Receivables ($) **41**	194	158	152	153	161	147	110	104	117	105
Average Inventories ($) **42**	292	268	310	321	336	317	272	258	260	261
Average Net Worth ($) **43**	202	175	194	228	238	203	178	258	317	335
Current Ratio (x1) **44**	1.4	1.4	1.4	1.5	1.3	1.3	1.5	1.6	1.7	1.7
Quick Ratio (x1) **45**	0.6	0.5	0.5	0.5	0.5	0.4	0.5	0.5	0.6	0.5
Coverage Ratio (x1) **46**	0.9	1.0	1.2	1.2	0.8	0.6	0.2	0.4	0.5	0.7
Asset Turnover (x1) **47**	0.2	0.3	0.5	0.5	0.4	0.4	0.3	0.4	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	7.0	7.6	6.9	6.0	6.6	7.4	7.7	4.7	3.7	3.3
Return on Assets (x1) **49**	4.3	4.8	5.0	5.1	3.3	2.4	0.6	1.2	1.6	2.0
Return on Equity (%) **50**	•	•	4.7	2.8	•	•	•	•	•	•

Subdividers and Developers

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25311	1548	7505	5368	2488	3340	4298	417	206	81	32	20	9
Revenues ($ in Thousands)														
Net Sales	2	20073647	325722	1054853	1573393	709768	1811739	4891908	1626453	1301436	1396419	690709	2065933	2625314
Portfolio Income	3	805581	42284	6743	32992	18596	29867	233343	25327	53519	45718	32188	55552	229453
Other Revenues	4	1887693	162393	38214	49054	114752	132382	359200	218022	186430	141085	89419	239439	157301
Total Revenues	5	22766921	530399	1099810	1655439	843116	1973988	5484451	1869802	1541385	1583222	812316	2360924	3012068
Average Total Revenues	6	899	343	147	308	339	591	1276	4484	7482	19546	25385	118046	334674
Operating Costs/Operating Income (%)														
Cost of Operations	7	62.1	43.0	55.1	64.9	53.0	64.5	64.8	64.2	56.3	62.5	58.8	67.0	60.9
Salaries and Wages	8	3.9	0.7	1.4	5.5	2.9	3.6	2.3	4.5	4.8	5.0	5.6	5.5	4.7
Taxes Paid	9	1.9	0.3	1.4	1.9	1.9	1.7	1.6	1.5	2.9	1.9	2.0	1.4	3.2
Interest Paid	10	3.7	3.3	0.9	1.2	2.1	2.4	2.9	2.1	4.5	3.7	5.7	3.6	9.3
Depreciation, Depletion, Amortization	11	1.7	1.3	0.6	0.6	0.5	0.8	0.9	1.5	2.5	1.7	2.4	2.0	4.5
Pensions and Other Benefits	12	0.5	0.3	0.9	0.2	0.3	0.2	0.3	0.5	0.5	0.5	0.7	0.6	0.8
Other	13	10.6	20.3	14.1	10.5	9.7	7.9	9.0	7.9	12.0	14.3	13.2	13.4	9.2
Officers Compensation	14	1.9	1.2	3.6	2.0	1.2	1.4	2.1	2.9	2.3	1.5	1.7	1.0	1.3
Operating Margin	15	13.8	29.7	22.1	13.3	28.5	17.7	16.1	15.1	14.4	8.9	9.9	5.4	6.2
Oper. Margin Before Officers Compensation	16	15.6	30.9	25.7	15.3	29.8	19.1	18.3	18.0	16.7	10.3	11.6	6.4	7.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	127	•	4	18	43	80	202	161	1095	3932	6673	13922	82873
Inventories	18	299	•	3	57	101	242	569	1619	3016	7842	13332	41670	58708
Net Property, Plant and Equipment	19	414	•	9	28	62	126	453	2114	4362	9231	23945	44965	393128
Total Assets	20	1468	•	37	160	368	712	2074	6887	14844	35073	69820	154369	1080706

Notes and Loans Payable **21**	643	•	6	66	178	387	1034	3719	7707	14667	32886	64654	336862
All Other Liabilities **22**	251	•	5	31	37	99	437	654	1871	6749	8874	30464	194450
Net Worth **23**	574	•	26	63	153	227	602	2515	5266	13658	28061	59251	549394

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	2.3	3.9	3.7	2.7	2.1	1.7	1.6	2.1	2.0	2.1	2.0
Quick Ratio **25**	0.7	•	1.6	1.5	1.7	1.0	0.7	0.3	0.6	0.8	0.7	0.6	0.8
Net Sales to Working Capital **26**	2.7	•	16.7	3.8	2.2	2.1	2.2	3.2	3.4	2.4	1.8	3.4	2.4
Coverage Ratio **27**	4.7	9.9	•	12.5	14.6	8.4	6.6	8.2	4.2	3.3	2.7	2.5	1.7
Total Asset Turnover **28**	0.6	•	4.0	1.9	0.9	0.8	0.6	0.7	0.5	0.6	0.4	0.8	0.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	0.4	1.6	1.4	2.2	2.5	1.7	1.8	1.6	1.5	1.6	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.9	•	30.0	60.8	58.5	68.2	71.0	63.5	64.5	61.1	59.8	61.6	49.2
Return on Assets **33**	10.7	•	•	27.9	28.2	16.7	11.7	11.2	9.5	6.9	5.6	6.9	4.8
Return on Equity **34**	20.3	•	•	•	•	•	32.7	25.8	18.9	11.5	7.6	9.7	3.0
Return Before Interest on Equity **35**	27.4	•	•	•	•	•	•	30.5	26.8	17.7	14.0	17.9	9.4
Profit Margin, Before Income Tax **36**	13.7	29.7	22.1	13.3	28.5	17.7	16.1	15.0	14.4	8.7	9.7	5.4	6.2
Profit Margin, After Income Tax **37**	13.0	29.0	22.0	12.8	26.8	17.2	15.4	14.5	13.3	8.1	8.4	4.9	4.9

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	20.5	22.2	59.2	58.2	56.2	57.6	53.0	58.7	59.1	62.1	
Operating Margin (%) **39**		23.2	22.9	13.5	14.4	14.6	13.6	14.1	14.9	13.3	13.8
Oper. Margin Before Officers Comp. (%) **40**		28.6	28.2	16.2	17.3	18.1	16.1	16.4	17.1	15.9	15.6
Average Net Receivables ($) **41**		231	185	180	201	174	133	130	108	133	127
Average Inventories ($) **42**		287	274	336	420	380	335	278	254	300	299
Average Net Worth ($) **43**		331	335	336	493	434	399	341	361	441	574
Current Ratio (x1) **44**		1.9	1.5	1.6	1.8	1.4	1.5	2.0	2.2	2.1	2.1
Quick Ratio (x1) **45**		0.9	0.6	0.6	0.7	0.5	0.5	0.7	0.8	0.7	0.7
Coverage Ratio (x1) **46**		2.7	2.9	3.6	3.1	3.4	3.1	3.1	4.0	4.0	4.7
Asset Turnover (x1) **47**		0.3	0.4	0.7	0.6	0.6	0.6	0.5	0.6	0.6	0.6
Operating Leverage **48**		1.0	1.0	0.6	1.1	1.0	0.9	1.0	1.1	0.9	1.0
Financial Leverage **49**		1.0	1.1	1.2	1.0	1.1	1.0	1.0	1.1	1.0	1.1
Total Leverage **50**		1.0	1.0	0.7	1.0	1.1	0.9	1.0	1.2	0.9	1.1

Other Real Estate

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	169609	15849	95186	25222	13838	9336	8184	1117	541	174	88	50	23
Revenues ($ in Thousands)														
Net Sales	2	40703605	450199	12437190	5228441	4020550	2584353	5538765	1946288	1647678	767549	963576	920117	4198899
Portfolio Income	3	2753200	341789	113595	87901	109632	110379	259374	219312	227891	168374	161041	273549	680369
Other Revenues	4	5254954	406763	463200	207622	630310	315881	882149	259349	584627	261119	269857	327088	646984
Total Revenues	5	48711759	1198751	13013985	5523964	4760492	3010613	6680288	2424949	2460196	1197042	1394474	1520754	5526252
Average Total Revenues	6	287	76	137	219	344	322	816	2171	4547	6880	15846	30415	240272
Operating Costs/Operating Income (%)														
Cost of Operations	7	20.2	7.9	9.5	13.2	21.4	21.2	22.2	23.4	19.5	12.6	27.2	22.0	49.0
Salaries and Wages	8	14.0	10.1	12.3	12.8	16.9	14.0	18.7	12.2	13.7	23.1	17.8	17.3	9.2
Taxes Paid	9	3.3	2.6	2.8	3.6	2.8	2.9	4.1	4.4	4.5	4.7	3.8	4.8	2.6
Interest Paid	10	5.2	9.2	0.8	1.4	1.8	3.8	5.1	7.1	9.1	14.0	16.1	19.4	10.8
Depreciation, Depletion, Amortization	11	2.7	5.7	1.4	1.9	1.8	2.9	3.0	4.0	3.5	4.4	4.4	4.9	3.8
Pensions and Other Benefits	12	1.4	0.2	1.2	1.7	2.0	1.0	1.4	0.9	0.8	1.3	1.3	1.3	2.1
Other	13	45.7	•	56.5	50.9	39.7	45.9	38.8	46.2	48.1	43.7	31.3	37.9	21.1
Officers Compensation	14	8.2	5.4	12.5	13.0	10.7	4.9	6.7	4.1	3.8	3.7	5.2	2.9	1.8
Operating Margin	15	•	•	3.1	1.6	2.8	3.4	0.2	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	7.5	•	15.6	14.7	13.6	8.3	6.9	1.9	0.7	•	•	•	1.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	36	•	2	8	26	39	151	595	1519	2292	4358	7253	47677
Inventories	18	4	•	•	•	•	1	0	8	249	492	600	797	12286
Net Property, Plant and Equipment	19	184	•	9	65	142	308	836	3151	5107	9078	20900	44279	222174
Total Assets	20	509	•	27	152	348	700	2060	6834	14885	34306	69408	154898	703562

Notes and Loans Payable **21**	287	•	26	79	190	409	1263	3855	7932	19495	42911	91889	303648
All Other Liabilities **22**	108	•	7	25	77	101	472	1212	3310	7288	10423	30486	182763
Net Worth **23**	115	•	-7	49	81	190	326	1768	3643	7524	16073	32523	217151

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.3	1.7	1.8	1.9	1.3	1.1	1.3	1.1	1.1	1.2	1.2
Quick Ratio **25**	0.8	•	1.0	1.2	1.2	0.8	0.7	0.7	0.8	0.5	0.6	0.5	0.8
Net Sales to Working Capital **26**	9.4	•	•	11.1	6.3	3.2	5.8	25.4	4.4	13.4	14.1	7.6	9.1
Coverage Ratio **27**	0.9	•	4.9	2.2	2.6	1.9	1.0	0.7	0.6	0.5	0.6	0.5	1.0
Total Asset Turnover **28**	0.6	•	5.1	1.4	1.0	0.5	0.4	0.3	0.3	0.2	0.2	0.2	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.4	•	•	2.1	3.3	2.7	5.3	2.9	3.1	3.6	3.3	3.8	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	77.5	•	•	68.1	76.6	72.9	84.2	74.1	75.5	78.1	76.9	79.0	69.1
Return on Assets **33**	2.5	•	19.7	4.3	4.6	3.3	2.0	1.5	1.8	1.3	2.0	1.7	3.6
Return on Equity **34**	•	•	•	6.0	10.6	4.7	•	•	•	•	•	•	•
Return Before Interest on Equity **35**	11.2	•	•	13.5	19.5	12.0	12.8	5.9	7.3	5.9	8.7	8.3	11.6
Profit Margin, Before Income Tax **36**	•	•	3.1	1.6	2.8	3.3	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	•	3.0	1.3	2.5	2.8	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	32.8	24.2	25.2	26.9	24.4	24.8	21.6	17.8	17.9	20.2
Operating Margin (%) **39**	•	1.1	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	5.9	8.3	8.4	7.9	6.7	3.3	1.5	5.5	6.9	7.5
Average Net Receivables ($) **41**	67	66	54	57	56	50	51	42	39	36
Average Inventories ($) **42**	14	16	10	9	13	19	10	5	3	4
Average Net Worth ($) **43**	97	116	111	99	102	94	77	75	108	115
Current Ratio (x1) **44**	1.2	1.2	1.1	1.3	1.3	1.2	1.2	1.2	1.4	1.3
Quick Ratio (x1) **45**	0.8	0.7	0.7	0.8	0.8	0.7	0.7	0.7	0.8	0.8
Coverage Ratio (x1) **46**	0.9	1.1	1.0	1.0	0.9	0.6	0.3	0.5	0.7	0.9
Asset Turnover (x1) **47**	0.6	0.5	0.5	0.6	0.5	0.5	0.5	0.5	0.5	0.6
Total Liabilities/Net Worth (x1) **48**	4.3	3.9	3.9	4.1	4.6	5.0	5.9	6.0	3.9	3.4
Return on Assets (x1) **49**	4.7	5.5	4.2	4.2	3.9	2.3	1.2	1.8	2.2	2.5
Return on Equity (%) **50**	•	•	•	•	•	•	•	•	•	•

Other Real Estate

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	76413	4331	46579	12281	5564	3737	3102	437	254	65	36	16	10
Revenues ($ in Thousands)														
Net Sales	2	28729883	164308	8254240	3900516	2758957	2144226	4036622	1278195	1388974	419382	795278	533166	3056019
Portfolio Income	3	1556976	224526	64848	54200	69708	89363	148915	136292	152004	115999	84113	80511	336497
Other Revenues	4	3107264	133114	343488	141445	590480	211189	469785	241381	244874	146089	103283	156388	325749
Total Revenues	5	33394123	521948	8662576	4096161	3419145	2444778	4655322	1655868	1785852	681470	982674	770065	3718265
Average Total Revenues	6	437	121	186	334	615	654	1501	3789	7031	10484	27296	48129	371826
Operating Costs/Operating Income (%)														
Cost of Operations	7	21.1	9.4	11.1	15.4	17.3	16.7	23.2	13.0	23.6	10.2	34.0	26.9	55.6
Salaries and Wages	8	12.2	1.6	10.0	9.8	15.8	14.2	15.1	12.4	12.9	15.7	20.6	14.4	9.2
Taxes Paid	9	2.8	1.4	2.4	3.0	2.7	2.2	3.1	3.6	3.3	4.8	3.1	4.1	2.4
Interest Paid	10	2.9	4.4	0.4	1.0	1.0	1.9	2.9	4.5	5.0	9.0	4.8	11.8	7.5
Depreciation, Depletion, Amortization	11	2.0	5.5	1.1	1.4	1.6	2.2	2.0	3.2	3.1	3.2	2.8	3.4	2.4
Pensions and Other Benefits	12	1.4	0.2	0.9	1.5	2.2	1.0	1.3	0.8	0.8	1.5	1.2	1.0	2.7
Other	13	39.2	28.2	52.7	47.1	39.8	44.9	32.4	43.5	34.8	37.1	21.7	21.2	13.5
Officers Compensation	14	7.6	1.7	10.8	13.1	9.8	4.7	7.0	4.3	4.2	2.8	3.1	3.7	1.4
Operating Margin	15	11.1	47.8	10.6	7.7	9.9	12.3	13.0	14.7	12.4	15.7	8.8	13.6	5.4
Oper. Margin Before Officers Compensation	16	18.7	49.5	21.5	20.8	19.7	17.0	20.0	19.0	16.5	18.5	11.9	17.4	6.9
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	38	•	2	6	28	74	203	942	1674	2822	5120	7452	38789
Inventories	18	5	•	•	•	•	0	0	21	463	290	612	988	18414
Net Property, Plant and Equipment	19	126	•	8	43	102	209	546	3038	5344	6761	18903	55105	97351
Total Assets	20	443	•	26	154	347	714	1992	6973	15045	35142	66948	158462	586439

Notes and Loans Payable **21**	194	•	12	56	116	298	944	3678	6356	14234	26331	92769	230843
All Other Liabilities **22**	105	•	5	24	77	143	464	1100	2992	9605	8961	30055	241791
Net Worth **23**	144	•	8	74	153	273	584	2195	5697	11303	31656	35638	113804

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.8	2.5	2.0	2.1	1.5	1.1	2.2	1.0	1.0	1.6	1.0
Quick Ratio **25**	0.9	•	1.6	1.7	1.4	1.1	0.9	0.9	1.2	0.5	0.6	0.7	0.7
Net Sales to Working Capital **26**	8.8	•	36.4	8.8	7.6	3.8	5.4	14.7	2.5	•	•	3.2	•
Coverage Ratio **27**	4.9	12.0	•	9.0	11.4	7.4	5.5	4.3	3.4	2.8	2.8	2.2	1.7
Total Asset Turnover **28**	1.0	•	7.2	2.2	1.8	0.9	0.8	0.6	0.5	0.3	0.4	0.3	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	2.1	1.1	1.3	1.6	2.4	2.2	1.7	2.1	1.1	3.5	4.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.6	•	68.1	51.9	55.8	61.7	70.7	68.5	62.1	67.8	52.7	77.5	80.6
Return on Assets **33**	13.7	•	•	18.7	19.3	13.0	11.9	10.3	8.0	7.4	5.5	7.7	8.2
Return on Equity **34**	31.2	•	•	32.8	38.1	27.7	30.6	22.9	12.8	13.0	6.6	16.6	15.0
Return Before Interest on Equity **35**	•	•	•	•	•	34.0	•	32.8	21.1	23.0	11.5	34.3	•
Profit Margin, Before Income Tax **36**	11.0	•	10.6	7.7	9.9	12.3	12.9	14.5	12.1	15.8	8.6	13.6	5.4
Profit Margin, After Income Tax **37**	10.3	•	10.5	7.3	9.5	11.6	11.9	13.3	10.4	14.0	7.6	12.3	4.6

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	24.0	24.1	21.9	25.9	21.7	27.5	19.5	19.6	17.0	21.1	
Operating Margin (%) **39**		11.7	12.7	12.1	12.3	12.0	10.9	10.1	10.5	11.5	11.1
Oper. Margin Before Officers Comp. (%) **40**		19.3	20.2	21.8	19.9	19.5	17.7	18.3	19.2	18.8	18.7
Average Net Receivables ($) **41**		70	46	59	52	54	63	58	36	43	38
Average Inventories ($) **42**		9	9	5	8	7	24	13	7	3	5
Average Net Worth ($) **43**		148	141	152	155	151	154	136	111	136	144
Current Ratio (×1) **44**		1.2	1.4	1.5	1.7	1.7	1.6	1.5	1.4	1.7	1.4
Quick Ratio (×1) **45**		0.8	1.0	1.0	1.1	1.1	1.1	1.0	0.9	1.0	0.9
Coverage Ratio (×1) **46**		2.8	3.7	4.1	4.3	3.4	3.2	3.3	4.2	5.3	4.9
Asset Turnover (×1) **47**		0.7	0.9	0.9	0.9	0.9	0.8	0.9	1.0	1.0	1.0
Operating Leverage **48**		1.1	1.1	1.0	1.0	1.0	0.9	0.9	1.1	1.1	1.0
Financial Leverage **49**		0.9	1.1	1.1	1.0	0.9	1.0	1.0	1.1	1.1	1.0
Total Leverage **50**		1.0	1.2	1.1	1.0	0.9	0.9	1.0	1.2	1.2	0.9

REGULATED INVESTMENT COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	7519	399	45	34	36	85	518	453	804	822	1077	1372	1874
Revenues ($ in Thousands)														
Net Sales	2	•	•	•	•	•	•	•	•	•	•	•	•	•
Portfolio Income	3	98991663	1474435	2822	4900	2322	3197	51867	121734	490564	1124128	3201837	9071840	83442019
Other Revenues	4	20360552	131131	215	749	589	511	14380	28869	135084	277105	569504	1769543	17432870
Total Revenues	5	119352215	1605566	3037	5649	2911	3708	66247	150603	625648	1401233	3771341	10841383	100874889
Average Total Revenues	6	15873	4024	67	166	81	44	128	332	778	1705	3502	7902	53829
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	•	•	•	•	•	0.8	0.2	0.5	0.1	0.1	0.1	•	•
Taxes Paid	9	0.2	•	•	•	0.2	0.3	0.2	0.2	0.3	0.2	0.2	0.3	0.2
Interest Paid	10	0.4	•	•	•	0.5	•	0.7	0.3	0.2	0.3	0.7	0.5	0.3
Depreciation, Depletion, Amortization	11	•	0.2	0.2	0.9	0.2	0.7	0.9	0.6	0.4	0.1	0.1	•	•
Pensions and Other Benefits	12	•	•	•	•	•	•	•	•	•	•	•	•	•
Other	13	17.6	20.5	7.9	13.6	14.7	21.3	18.9	17.1	18.8	18.0	19.9	18.2	17.4
Officers Compensation	14	•	•	•	•	•	•	•	•	0.2	•	•	•	•
Operating Margin	15	81.8	79.2	91.8	85.5	84.3	76.9	79.1	81.4	80.1	81.3	79.0	81.0	82.1
Oper. Margin Before Officers Compensation	16	81.8	79.3	91.8	85.5	84.3	76.9	79.2	81.4	80.3	81.3	79.0	81.0	82.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13573	•	2	4	5	3	47	159	317	840	2126	4010	49746
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	2	•	•	•	•	•	•	0	0	13	0	0	0
Total Assets	20	337674	•	51	163	363	726	2663	7298	16479	36571	72897	164232	1167054

Notes and Loans Payable **21**	483	•	2	•	•	•	8	7	27	92	280	384	1442
All Other Liabilities **22**	11507	•	23	37	19	26	96	176	491	1095	2196	4866	40583
Net Worth **23**	325684	•	26	126	344	700	2559	7116	15961	35384	70421	158982	1125029

Selected Financial Ratios (Times to 1)

Current Ratio **24**	8.8	•	0.9	2.3	12.4	9.9	9.6	13.4	12.2	10.9	11.6	11.8	8.4
Quick Ratio **25**	8.1	•	0.7	1.8	10.9	9.4	8.3	11.3	10.0	9.8	10.6	10.8	7.7
Net Sales to Working Capital **26**	0.2	•	•	4.2	0.4	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Coverage Ratio **27**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Asset Turnover **28**	0.1	•	1.3	1.0	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.0	•	1.0	0.3	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	3.6	•	49.4	22.7	5.2	3.6	3.9	2.5	3.2	3.3	3.4	3.2	3.6
Return on Assets **33**	3.0	•	•	•	18.8	4.2	3.2	2.8	2.8	2.6	2.6	2.6	3.0
Return on Equity **34**	3.1	•	•	•	19.7	4.4	3.3	2.9	2.9	2.7	2.6	2.7	3.1
Return Before Interest on Equity **35**	3.1	•	•	•	19.8	4.4	3.3	2.9	2.9	2.7	2.7	2.7	3.1
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	•	•	•	•	•	•
Operating Margin (%) **39**	92.6	92.9	91.0	90.8	91.4	91.6	89.8	86.5	86.5	81.8
Oper. Margin Before Officers Comp. (%) **40**	92.6	93.0	91.0	90.8	91.4	91.6	89.8	86.6	86.5	81.8
Average Net Receivables ($) **41**	15357	16160	17685	16242	20381	22158	16329	15262	13147	13573
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	187446	194057	231130	177173	205922	226539	264063	310666	327835	325684
Current Ratio (×1) **44**	10.8	10.1	10.3	11.1	13.0	11.9	10.5	9.0	7.9	8.8
Quick Ratio (×1) **45**	9.6	8.9	9.0	10.0	11.8	10.8	9.5	8.2	7.1	8.1
Coverage Ratio (×1) **46**	498.8	365.7	882.2	411.2	388.8	371.4	374.5	287.5	288.5	180.1
Asset Turnover (×1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (×1) **48**	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.0
Return on Assets (×1) **49**	7.2	7.4	6.2	5.5	5.9	5.4	4.4	3.4	3.2	3.0
Return on Equity (%) **50**	7.5	7.7	6.4	5.7	6.1	5.6	4.6	3.5	3.3	3.1

Regulated Investment Companies

Money Amounts and Size of Assets in Thousands of Dollars

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	5901	276	26	28	32	65	439	354	638	627	818	1065	1532
Revenues ($ in Thousands)														
Net Sales	2	•	•	•	•	•	•	•	•	•	•	•	•	•
Portfolio Income	3	82851396	1260817	2294	4854	2320	2935	45262	100424	396675	835596	2386050	6928039	70886131
Other Revenues	4	19717082	124268	137	691	568	251	13584	26812	128396	259886	533445	1680788	16948256
Total Revenues	5	102568478	1385085	2431	5545	2888	3186	58846	127236	525071	1095482	2919495	8608827	87834387
Average Total Revenues	6	17382	5018	94	198	90	49	134	359	823	1747	3569	8083	57333
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	•	•	•	•	•	1.0	0.2	0.2	0.1	0.2	0.2	•	•
Taxes Paid	9	0.2	•	•	•	0.2	0.1	0.2	0.2	0.3	0.2	0.2	0.3	0.2
Interest Paid	10	0.4	•	•	•	0.5	•	•	0.3	0.3	0.3	0.9	0.6	0.4
Depreciation, Depletion, Amortization	11	•	0.3	0.1	0.6	0.2	0.8	0.8	0.7	0.4	0.1	0.1	•	•
Pensions and Other Benefits	12	•	•	•	•	•	•	•	•	•	•	•	•	•
Other	13	17.8	16.0	6.4	11.6	11.8	13.3	15.1	16.5	17.2	18.9	17.6	18.5	17.8
Officers Compensation	14	•	•	•	•	•	•	•	•	0.2	•	•	•	•
Operating Margin	15	81.6	83.7	93.5	87.7	87.3	84.8	83.6	82.3	81.6	80.3	81.1	80.6	81.7
Oper. Margin Before Officers Compensation	16	81.6	83.7	93.5	87.7	87.3	84.8	83.6	82.3	81.8	80.3	81.1	80.6	81.7
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	16188	•	4	3	6	3	35	186	351	926	2471	4546	57294
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	2	•	•	•	•	•	•	0	1	17	0	0	1
Total Assets	20	365246	•	52	161	370	731	2630	7286	16393	36242	72944	163872	1229859

Notes and Loans Payable **21**	544	•	2	•	•	•	0	2	30	100	356	366	1598
All Other Liabilities **22**	13139	•	26	32	19	25	93	185	513	1179	2399	5129	44996
Net Worth **23**	351562	•	25	129	351	706	2536	7099	15851	34963	70189	158376	1183265

Selected Financial Ratios (Times to 1)

Current Ratio **24**	7.1	•	0.4	2.4	12.5	9.3	8.7	11.6	9.4	7.7	8.2	8.4	7.0
Quick Ratio **25**	6.4	•	0.3	1.8	10.8	8.6	7.2	9.3	7.2	6.6	7.2	7.4	6.3
Net Sales to Working Capital **26**	0.2	•	•	5.2	0.4	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Coverage Ratio **27**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Asset Turnover **28**	0.1	•	1.8	1.2	0.3	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.0	•	1.1	0.3	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	3.8	•	52.6	19.9	5.2	3.5	3.6	2.6	3.3	3.5	3.8	3.4	3.8
Return on Assets **33**	3.5	•	•	•	21.3	5.7	4.0	3.7	3.7	3.5	3.5	3.5	3.5
Return on Equity **34**	3.7	•	•	•	22.4	5.9	4.1	3.8	3.8	3.6	3.6	3.6	3.6
Return Before Interest on Equity **35**	3.7	•	•	•	22.5	5.9	4.1	3.8	3.8	3.6	3.7	3.6	3.6
Profit Margin, Before Income Tax **36**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	•	•	•	•	•	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	•	•	•	•	•	
Operating Margin (%) **39**	92.6	92.9	90.6	89.6	90.5	90.8	89.0	85.9	86.1	81.6
Oper. Margin Before Officers Comp. (%) **40**	92.6	92.9	90.6	89.6	90.5	90.8	89.0	86.0	86.1	81.6
Average Net Receivables ($) **41**	17783	19829	23521	18319	22458	26962	18528	17866	14851	16188
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	203211	217440	275190	173030	199029	241319	268564	330827	346243	351562
Current Ratio (×1) **44**	9.7	8.9	8.7	9.0	11.0	9.6	8.8	7.9	6.9	7.1
Quick Ratio (×1) **45**	8.4	7.6	7.4	7.9	9.7	8.5	7.8	7.2	6.1	6.4
Coverage Ratio (×1) **46**	537.5	510.6	1030.4	456.9	487.5	441.0	434.8	323.9	311.9	190.0
Asset Turnover (×1) **47**	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Operating Leverage **48**	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Financial Leverage **49**	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0

REAL ESTATE INVESTMENT TRUSTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	393	16	8	8	•	4	23	15	23	65	50	80	100
Revenues ($ in Thousands)														
Net Sales	2	•	•	•	•	•	•	•	•	•	•	•	•	•
Portfolio Income	3	2296011	23723	39	8	•	122	1366	5478	11502	90060	73734	290660	1799317
Other Revenues	4	6480053	37096	1	325	•	761	11575	11880	61998	233316	463183	1206259	4453661
Total Revenues	5	8776064	60819	40	333	•	883	12941	17358	73500	323376	536917	1496919	6252978
Average Total Revenues	6	22331	3801	5	42	•	221	563	1157	3196	4975	10738	18711	62530
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	2.2	2.5	•	0.3	•	•	0.6	1.0	5.0	2.3	2.1	1.6	2.3
Taxes Paid	9	5.6	1.5	5.0	9.6	•	3.4	8.7	5.3	8.8	4.5	6.5	6.7	5.4
Interest Paid	10	24.5	28.1	•	21.3	•	6.1	7.6	7.1	12.8	11.4	23.9	19.6	26.5
Depreciation, Depletion, Amortization	11	11.5	13.8	•	13.5	•	11.1	7.2	10.4	9.8	12.1	15.7	12.1	10.9
Pensions and Other Benefits	12	•	•	•	•	•	•	•	•	•	•	•	•	•
Other	13	27.2	39.5	37.5	34.8	•	19.1	48.4	31.4	66.8	60.3	44.9	33.7	21.8
Officers Compensation	14	0.9	4.7	•	•	•	•	0.8	•	0.5	0.6	0.6	0.8	1.0
Operating Margin	15	28.2	9.9	57.5	20.4	•	60.1	26.7	44.8	•	8.8	6.4	25.5	32.2
Oper. Margin Before Officers Compensation	16	29.1	14.6	57.5	20.4	•	60.1	27.5	44.8	•	9.4	7.0	26.3	33.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2409	•	•	15	•	243	188	73	333	2338	330	1865	6149
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	96936	•	•	158	•	552	809	3221	12702	16247	40748	76698	285042
Total Assets	20	220561	•	8	235	•	882	2924	7290	18803	36497	71580	167909	666819

Notes and Loans Payable **21**	94260	•	2	136	•	109	308	1366	5140	5714	20806	49212	315481
All Other Liabilities **22**	11254	•	0	14	•	28	538	206	618	1631	3211	8235	34677
Net Worth **23**	115047	•	6	86	•	745	2077	5718	13045	29152	47563	110462	316661

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.4	•	17.0	1.4	•	13.9	4.6	1.2	3.7	3.4	1.2	0.9	0.3
Quick Ratio **25**	0.2	•	17.0	1.4	•	13.7	3.1	1.2	3.5	3.0	0.7	0.7	0.2
Net Sales to Working Capital **26**	•	•	1.3	5.3	•	0.7	0.6	8.6	1.8	1.3	15.5	•	•
Coverage Ratio **27**	2.2	1.3	•	2.0	•	10.8	4.5	7.3	0.7	1.8	1.3	2.3	2.2
Total Asset Turnover **28**	0.1	•	0.6	0.2	•	0.3	0.2	0.2	0.2	0.1	0.2	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	0.4	1.8	•	0.2	0.4	0.3	0.5	0.3	0.5	0.5	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	47.8	•	26.2	63.6	•	15.6	29.0	21.6	30.6	20.1	33.6	34.2	52.5
Return on Assets **33**	5.3	•	33.9	7.4	•	16.6	6.6	8.2	1.6	2.8	4.5	5.0	5.5
Return on Equity **34**	5.5	•	•	9.9	•	17.8	7.2	9.0	•	1.5	1.4	4.3	6.3
Return Before Interest on Equity **35**	10.2	•	•	20.2	•	19.6	9.3	10.5	2.3	3.5	6.8	7.6	11.6
Profit Margin, Before Income Tax **36**	28.1	9.3	•	20.4	•	•	26.7	•	•	8.8	6.4	25.5	32.1
Profit Margin, After Income Tax **37**	28.1	9.3	•	20.4	•	•	26.6	•	•	8.8	6.4	25.4	32.1

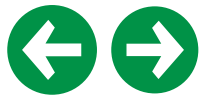
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	•	•	•	•	•	•
Operating Margin (%) **39**	43.5	29.5	26.8	24.0	22.5	17.9	14.8	13.7	22.0	28.2
Oper. Margin Before Officers Comp. (%) **40**	43.9	29.9	27.3	24.4	23.0	18.5	15.5	14.5	23.1	29.1
Average Net Receivables ($) **41**	3273	12475	11135	5144	4620	6367	4885	4226	2865	2409
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	12475	51974	48498	24549	30531	63561	64057	70384	91235	115047
Current Ratio (x1) **44**	2.4	1.3	0.9	1.1	1.1	0.7	0.7	0.6	0.4	0.4
Quick Ratio (x1) **45**	2.1	1.1	0.8	1.0	0.9	0.6	0.6	0.6	0.3	0.2
Coverage Ratio (x1) **46**	2.5	1.8	1.7	1.6	1.5	1.5	1.4	1.4	1.7	2.2
Asset Turnover (x1) **47**	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	1.0	1.2	1.9	1.8	1.7	1.7	1.7	1.6	1.0	0.9
Return on Assets (x1) **49**	10.3	7.5	6.6	6.4	6.8	6.0	5.1	5.3	5.1	5.3
Return on Equity (%) **50**	12.3	7.5	7.4	6.4	6.4	5.0	3.7	3.5	4.2	5.5

REAL ESTATE INVESTMENT TRUSTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	311	8	4	•	•	4	•	15	17	46	•	60	93
Revenues ($ in Thousands)														
Net Sales	2	•	•	•	•	•	•	•	•	•	•	•	•	•
Portfolio Income	3	2064001	12146	39	•	•	122	•	5478	9980	57489	•	220521	1710423
Other Revenues	4	5837947	26798	•	•	•	761	•	11880	47790	200184	•	906401	4306807
Total Revenues	5	7901948	38944	39	•	•	883	•	17358	57770	257673	•	1126922	6017230
Average Total Revenues	6	25408	4868	10	•	•	221	•	1157	3398	5602	•	18782	64701
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	2.1	3.4	•	•	•	•	•	1.0	3.7	1.9	•	1.5	2.3
Taxes Paid	9	5.2	2.2	5.1	•	•	3.4	•	5.3	8.6	5.3	•	5.6	5.2
Interest Paid	10	22.3	16.6	•	•	•	6.1	•	7.1	11.5	8.4	•	17.2	24.7
Depreciation, Depletion, Amortization	11	11.0	16.5	•	•	•	11.1	•	10.4	9.4	13.7	•	10.9	10.7
Pensions and Other Benefits	12	•	•	•	•	•	•	•	•	•	•	•	•	•
Other	13	22.8	22.2	35.9	•	•	19.1	•	31.4	30.8	30.7	•	24.1	21.0
Officers Compensation	14	0.9	7.3	•	•	•	•	•	•	0.7	0.2	•	0.9	1.0
Operating Margin	15	35.8	31.9	61.5	•	•	60.1	•	44.8	35.6	40.0	•	39.8	35.1
Oper. Margin Before Officers Compensation	16	36.7	39.2	61.5	•	•	60.1	•	44.8	36.2	40.2	•	40.7	36.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2511	•	•	•	•	243	•	73	313	3194	•	1771	5417
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	110696	•	•	•	•	552	•	3221	12418	20398	•	71978	295728
Total Assets	20	249693	•	8	•	•	882	•	7290	18425	36118	•	166447	677385



Notes and Loans Payable **21**	104901	•	4	•	•	109	•	1366	5427	6219	•	40010	315217
All Other Liabilities **22**	12042	•	0	•	•	28	•	206	590	1229	•	8226	32688
Net Worth **23**	132750	•	3	•	•	745	•	5718	12409	28671	•	118210	329480

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.3	•	15.0	•	•	13.9	•	1.2	3.9	3.5	•	0.9	0.2
Quick Ratio **25**	0.2	•	15.0	•	•	13.7	•	1.2	3.8	3.2	•	0.8	0.1
Net Sales to Working Capital **26**	•	•	1.4	•	•	0.7	•	8.6	1.6	1.3	•	•	•
Coverage Ratio **27**	2.6	2.9	•	•	•	10.8	•	7.3	4.1	5.8	•	3.3	2.4
Total Asset Turnover **28**	0.1	•	1.3	•	•	0.3	•	0.2	0.2	0.2	•	0.1	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	0.9	•	1.4	•	•	0.2	•	0.3	0.5	0.3	•	0.4	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	46.8	•	56.7	•	•	15.6	•	21.6	32.7	20.6	•	29.0	51.4
Return on Assets **33**	5.9	•	•	•	•	16.6	•	8.2	8.7	7.5	•	6.4	5.7
Return on Equity **34**	6.8	•	•	•	•	17.8	•	9.0	9.7	7.8	•	6.3	6.9
Return Before Interest on Equity **35**	11.1	•	•	•	•	19.6	•	10.5	12.9	9.4	•	9.1	11.7
Profit Margin, Before Income Tax **36**	•	31.9	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	•	31.9	•	•	•	•	•	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	•	•	•	•	•	
Operating Margin (%) **39**	49.1	38.6	33.6	31.6	32.9	32.9	30.3	31.4	33.1	35.8
Oper. Margin Before Officers Comp. (%) **40**	49.5	39.1	34.2	32.1	33.4	33.5	31.0	32.2	34.2	36.7
Average Net Receivables ($) **41**	15824	14261	13665	14534	7116	5748	2806	2865	2933	2511
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	55408	57656	57937	67263	68924	72646	77678	85418	113210	132750
Current Ratio (x1) **44**	2.3	1.2	0.8	0.9	1.0	0.7	0.7	0.5	0.4	0.3
Quick Ratio (x1) **45**	2.1	1.1	0.8	0.8	0.8	0.6	0.5	0.5	0.3	0.2
Coverage Ratio (x1) **46**	2.8	2.4	1.9	1.8	1.8	1.9	1.8	1.9	2.2	2.6
Asset Turnover (x1) **47**	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Operating Leverage **48**	1.3	0.8	0.9	0.9	1.1	1.0	0.9	1.0	1.1	1.1
Financial Leverage **49**	1.2	0.9	0.8	0.9	1.1	1.1	1.0	1.1	1.2	1.2
Total Leverage **50**	1.6	0.7	0.7	0.9	1.1	1.1	0.9	1.1	1.2	1.2

SMALL BUSINESS INVESTMENT COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8350	524	3802	1708	758	820	572	81	63	16	4	3	•
Revenues ($ in Thousands)														
Net Sales	2	451865	4628	73368	36002	291	130149	73304	47509	85644	16	734	221	•
Portfolio Income	3	95877	852	1293	8557	8283	19191	9803	5440	21697	13029	4996	2736	•
Other Revenues	4	182685	8880	1056	27004	33742	354	18853	24419	48698	9346	10322	10	•
Total Revenues	5	730427	14360	75717	71563	42316	149694	101960	77368	156039	22391	16052	2967	•
Average Total Revenues	6	87	27	20	42	56	183	178	955	2477	1399	4013	989	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	0.3	•	2.4	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	16.8	21.4	16.6	20.0	•	21.1	15.1	27.2	14.7	7.5	2.7	4.0	•
Taxes Paid	9	4.1	2.1	5.6	3.5	4.0	3.2	3.2	8.3	3.5	1.6	5.1	1.6	•
Interest Paid	10	9.3	•	1.6	5.6	9.6	4.0	8.1	9.7	17.0	15.3	25.5	•	•
Depreciation, Depletion, Amortization	11	3.6	0.3	3.8	8.0	1.5	1.4	4.1	3.5	4.8	0.4	3.3	3.3	•
Pensions and Other Benefits	12	1.6	2.5	•	1.3	1.5	•	8.2	•	0.5	1.2	0.2	•	•
Other	13	37.9	15.0	32.4	56.4	6.5	43.5	27.5	36.5	46.8	15.3	51.1	26.6	•
Officers Compensation	14	13.0	7.8	29.2	0.4	29.4	11.1	26.7	1.5	6.9	14.3	•	11.1	•
Operating Margin	15	13.5	51.1	8.4	4.9	47.5	15.7	7.3	13.4	6.0	44.3	12.2	•	•
Oper. Margin Before Officers Compensation	16	26.5	58.9	37.6	5.2	76.9	26.8	34.0	14.9	12.9	58.7	12.2	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	39	•	1	20	25	34	178	531	1283	335	1138	1016	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	67	•	2	57	53	131	145	851	2310	40	2233	18	•
Total Assets	20	637	•	19	153	356	739	1783	6815	15292	37609	64881	237013	•

Notes and Loans Payable **21**	267	•	8	169	76	348	585	1893	8324	10884	11144	111365	•
All Other Liabilities **22**	72	•	0	36	29	4	148	881	2869	3464	28880	3186	•
Net Worth **23**	298	•	11	-52	251	387	1050	4041	4100	23260	24858	122463	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.2	•	•	1.4	2.5	4.6	2.3	1.5	2.6	1.0	1.7	•	•
Quick Ratio **25**	1.4	•	•	1.0	1.5	3.3	2.0	0.6	2.0	0.7	0.1	•	•
Net Sales to Working Capital **26**	1.0	•	2.5	2.1	1.2	1.2	0.9	1.3	0.9	•	0.3	0.0	•
Coverage Ratio **27**	2.4	•	6.1	1.9	5.9	4.9	1.7	2.4	1.3	3.8	1.5	0.5	•
Total Asset Turnover **28**	0.1	•	1.1	0.3	0.2	0.3	0.1	0.2	0.2	0.0	0.1	0.0	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.1	•	0.7	•	0.4	0.9	0.7	0.7	2.7	0.6	1.6	0.9	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	53.3	•	42.2	•	29.5	47.6	41.1	40.7	73.2	38.2	61.7	48.3	•
Return on Assets **33**	3.1	•	10.5	2.9	8.9	4.8	1.4	3.2	3.6	2.2	2.3	0.2	•
Return on Equity **34**	3.6	•	14.7	•	10.3	6.7	0.9	2.8	3.0	2.4	1.9	•	•
Return Before Interest on Equity **35**	6.5	•	18.1	•	12.6	9.2	2.3	5.4	13.3	3.5	6.1	0.4	•
Profit Margin, Before Income Tax **36**	12.9	•	8.3	4.9	•	15.6	5.7	13.2	5.1	•	12.0	•	•
Profit Margin, After Income Tax **37**	12.2	•	8.1	4.4	•	14.3	5.5	11.7	4.9	•	12.0	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	•	2.3	17.2	20.8	0.3	0.3
Operating Margin (%) **39**	•	•	•	6.6	3.3	•	•	•	•	13.5
Oper. Margin Before Officers Comp. (%) **40**	•	3.4	•	18.2	6.1	•	•	•	14.5	26.5
Average Net Receivables ($) **41**	64	69	117	61	62	74	67	68	41	39
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	249	157	209	139	173	204	268	228	283	298
Current Ratio (x1) **44**	3.4	2.4	2.2	2.7	3.2	2.7	2.2	2.6	2.9	2.2
Quick Ratio (x1) **45**	2.8	1.9	1.9	2.3	2.5	1.8	1.6	1.9	2.0	1.4
Coverage Ratio (x1) **46**	0.3	0.7	0.3	1.2	1.2	0.4	•	•	0.6	2.4
Asset Turnover (x1) **47**	0.1	0.2	0.2	0.2	0.2	0.1	0.2	0.2	0.2	0.1
Total Liabilities/Net Worth (x1) **48**	1.0	1.5	1.6	1.6	1.3	1.4	1.4	1.6	1.1	1.1
Return on Assets (x1) **49**	0.7	2.4	1.0	4.1	3.5	1.3	•	•	0.9	3.1
Return on Equity (%) **50**	•	•	•	0.6	0.6	•	•	•	•	3.6

SMALL BUSINESS INVESTMENT COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	3673	75	1539	•	509	493	•	31	25	7	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	394936	216	61132	•	291	103976	•	46477	79150	16	•	•	•
Portfolio Income	3	75310	852	1019	•	5338	18219	•	4830	17173	13029	•	•	•
Other Revenues	4	168254	17227	423	•	33651	102	•	21328	34460	9299	•	•	•
Total Revenues	5	638500	18295	62574	•	39280	122297	•	72635	130783	22344	•	•	•
Average Total Revenues	6	174	244	41	•	77	248	•	2343	5231	3192	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	•	•	•	•	•	•	•	•	•	•	•	•	•
Salaries and Wages	8	16.3	•	8.8	•	•	25.8	•	28.2	15.1	4.2	•	•	•
Taxes Paid	9	3.7	0.5	2.7	•	2.3	3.8	•	8.7	3.4	1.2	•	•	•
Interest Paid	10	4.3	•	1.9	•	3.1	4.0	•	7.0	6.0	15.3	•	•	•
Depreciation, Depletion, Amortization	11	2.0	•	0.3	•	0.8	1.7	•	3.7	0.7	0.3	•	•	•
Pensions and Other Benefits	12	1.5	•	•	•	•	•	•	•	0.4	1.1	•	•	•
Other	13	22.6	2.0	19.5	•	3.5	28.0	•	25.6	37.7	9.9	•	•	•
Officers Compensation	14	10.7	6.1	26.1	•	•	13.5	•	1.5	5.0	10.0	•	•	•
Operating Margin	15	39.0	91.4	40.7	•	90.3	23.2	•	25.3	31.8	58.0	•	•	•
Oper. Margin Before Officers Compensation	16	49.7	97.4	66.8	•	90.3	36.7	•	26.7	36.8	68.1	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	28	•	•	•	36	30	•	64	1087	766	•	•	•
Inventories	18	•	•	•	•	•	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	65	•	0	•	38	114	•	2223	1436	70	•	•	•
Total Assets	20	547	•	22	•	348	712	•	7295	16327	40316	•	•	•

Notes and Loans Payable **21**	192	•	14	•	73	326	•	1440	6402	14506	•	•	•
All Other Liabilities **22**	104	•	0	•	6	5	•	866	6342	5586	•	•	•
Net Worth **23**	250	•	7	•	269	381	•	4989	3582	20224	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.3	•	•	•	•	7.8	•	1.4	2.5	1.7	•	•	•
Quick Ratio **25**	1.3	•	•	•	•	6.5	•	0.2	1.8	1.2	•	•	•
Net Sales to Working Capital **26**	1.6	•	4.8	•	0.8	1.5	•	4.8	1.5	0.9	•	•	•
Coverage Ratio **27**	9.9	•	•	•	•	6.8	•	4.6	6.1	4.7	•	•	•
Total Asset Turnover **28**	0.3	•	1.9	•	0.2	0.4	•	0.3	0.3	0.1	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.2	•	2.1	•	0.3	0.9	•	0.5	3.6	1.0	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.3	•	67.8	•	22.7	46.5	•	31.6	78.1	49.8	•	•	•
Return on Assets **33**	13.7	•	•	•	20.7	9.4	•	10.4	11.8	5.7	•	•	•
Return on Equity **34**	26.3	•	•	•	25.7	13.9	•	11.1	•	8.4	•	•	•
Return Before Interest on Equity **35**	29.9	•	•	•	26.8	17.5	•	15.2	•	11.4	•	•	•
Profit Margin, Before Income Tax **36**	•	•	•	•	•	23.0	•	25.3	30.8	•	•	•	•
Profit Margin, After Income Tax **37**	•	•	•	•	•	21.4	•	23.7	30.6	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	•	•	•	•	0.1	•	•	•	•	
Operating Margin (%) **39**	33.0	24.8	32.6	30.6	39.7	56.1	34.2	33.8	42.7	39.0
Oper. Margin Before Officers Comp. (%) **40**	47.4	29.9	41.3	45.9	42.4	59.7	38.7	52.5	51.2	49.7
Average Net Receivables ($) **41**	49	63	195	36	112	26	76	56	29	28
Average Inventories ($) **42**	•	•	•	•	•	•	•	•	•	•
Average Net Worth ($) **43**	233	226	228	134	269	208	413	312	320	250
Current Ratio (×1) **44**	3.4	2.1	2.0	3.0	4.9	3.2	2.4	2.6	2.6	2.3
Quick Ratio (×1) **45**	2.7	1.7	1.9	2.6	4.2	2.1	1.6	1.9	1.5	1.3
Coverage Ratio (×1) **46**	3.3	2.9	3.4	5.5	4.8	6.6	5.0	6.5	9.3	9.9
Asset Turnover (×1) **47**	0.2	0.3	0.2	0.5	0.3	0.3	0.2	0.3	0.3	0.3
Operating Leverage **48**	1.4	0.8	1.3	0.9	1.3	1.4	0.6	1.0	1.3	0.9
Financial Leverage **49**	1.1	0.9	1.1	1.2	1.0	1.1	1.0	0.9	1.2	1.0
Total Leverage **50**	1.5	0.7	1.4	1.1	1.3	1.6	0.6	0.9	1.6	0.9

OTHER HOLDING AND INVESTMENT COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	48209	5752	17794	8018	5625	3893	4894	932	639	276	153	123	112
Revenues ($ in Thousands)														
Net Sales	2	12577624	1602674	190987	203199	66498	189465	1006565	161398	1503809	629066	426866	2331962	4265135
Portfolio Income	3	18335999	171200	118485	121398	110083	113329	455462	361463	383696	531555	429980	807319	14732028
Other Revenues	4	4983951	198558	59573	8268	74377	69604	306024	225714	370643	213939	276798	375030	2805423
Total Revenues	5	35897574	1972432	369045	332865	250958	372398	1768051	748575	2258148	1374560	1133644	3514311	21802586
Average Total Revenues	6	745	343	21	42	45	96	361	803	3534	4980	7409	28572	194666
Operating Costs/Operating Income (%)														
Cost of Operations	7	10.6	0.2	5.7	0.9	•	12.2	26.7	7.3	30.7	29.3	16.7	33.2	3.5
Salaries and Wages	8	6.9	2.3	3.7	10.0	6.3	8.7	10.4	7.1	12.4	5.1	7.4	11.4	5.8
Taxes Paid	9	1.6	1.1	2.6	4.7	4.4	3.8	3.2	3.5	2.6	2.3	2.9	1.9	1.1
Interest Paid	10	33.5	3.9	11.8	2.3	4.8	7.3	10.1	17.7	7.1	15.4	26.0	16.3	47.3
Depreciation, Depletion, Amortization	11	5.9	1.6	4.2	3.3	4.7	2.6	4.6	2.2	2.0	4.2	2.6	3.1	7.7
Pensions and Other Benefits	12	1.0	0.2	•	5.5	1.5	2.8	2.1	1.1	1.0	1.0	0.7	1.7	0.9
Other	13	31.0	•	87.5	44.9	65.2	46.7	29.5	32.9	31.9	34.8	23.3	19.1	23.3
Officers Compensation	14	3.3	0.3	9.5	16.9	11.4	16.9	8.2	8.9	8.1	2.7	2.7	4.5	1.7
Operating Margin	15	6.2	•	•	11.4	1.8	•	5.3	19.4	4.3	5.5	17.9	9.0	8.7
Oper. Margin Before Officers Compensation	16	9.5	•	•	28.3	13.2	15.9	13.5	28.3	12.4	8.1	20.6	13.5	10.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	1552	•	2	16	28	45	155	447	777	1432	4713	16672	620315
Inventories	18	2175	•	•	•	2	13	19	25	154	109	202	767	932290
Net Property, Plant and Equipment	19	221	•	1	14	48	60	236	248	1141	2897	3116	6122	52495
Total Assets	20	9168	•	29	164	343	680	2190	7083	14942	34653	70280	151931	3300671

Notes and Loans Payable **21**	3067	•	19	28	168	226	709	2029	4694	14222	28006	56351	1089145
All Other Liabilities **22**	4441	•	102	16	114	73	824	879	1977	4407	8422	26850	1779673
Net Worth **23**	1659	•	-92	121	61	381	657	4174	8270	16024	33852	68730	431854

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.2	•	0.2	4.6	1.4	2.6	2.7	2.2	1.6	1.7	1.5	1.4	2.3
Quick Ratio **25**	1.1	•	0.2	3.5	1.0	1.8	1.6	1.5	1.1	1.1	0.9	0.8	1.1
Net Sales to Working Capital **26**	0.3	•	•	0.9	1.4	0.7	0.9	0.7	2.3	1.5	1.6	2.5	0.2
Coverage Ratio **27**	1.2	•	•	5.6	0.8	0.7	1.5	2.0	1.4	1.3	1.7	1.8	1.2
Total Asset Turnover **28**	0.1	•	0.7	0.3	0.1	0.2	0.2	0.1	0.2	0.2	0.1	0.2	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	4.5	•	•	0.4	4.7	0.8	2.3	0.7	0.8	1.2	1.1	1.2	6.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	81.9	•	•	26.4	82.3	44.0	70.0	41.1	44.7	53.8	51.8	54.8	86.9
Return on Assets **33**	3.3	•	•	3.3	0.5	0.8	2.5	4.0	2.3	2.9	4.6	5.5	3.4
Return on Equity **34**	1.4	•	6.3	2.9	•	•	0.7	2.1	0.2	•	2.6	3.0	2.7
Return Before Interest on Equity **35**	18.2	•	3.0	4.5	2.7	1.3	8.3	6.8	4.2	6.2	9.6	12.1	25.7
Profit Margin, Before Income Tax **36**	7.0	•	•	10.7	•	•	5.0	17.7	2.7	4.5	18.0	12.9	9.8
Profit Margin, After Income Tax **37**	3.0	•	•	8.5	•	•	1.2	11.0	0.4	•	11.8	7.3	6.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	62.5	51.4	54.5	55.9	48.7	40.2	24.3	19.9	17.4	10.6
Operating Margin (%) **39**	2.8	5.7	2.5	3.2	4.0	2.9	1.6	3.5	6.6	6.2
Oper. Margin Before Officers Comp. (%) **40**	4.6	7.7	5.3	5.3	6.3	5.7	4.9	6.8	11.0	9.5
Average Net Receivables ($) **41**	423	706	1270	587	519	398	954	1013	1238	1552
Average Inventories ($) **42**	118	162	264	151	110	65	39	23	13	2175
Average Net Worth ($) **43**	1099	1515	1819	1553	1799	1114	1493	1349	1649	1659
Current Ratio (x1) **44**	1.3	1.1	1.1	1.2	1.1	0.9	0.9	0.9	0.9	2.2
Quick Ratio (x1) **45**	0.9	0.8	0.8	0.8	0.7	0.6	0.7	0.7	0.6	1.1
Coverage Ratio (x1) **46**	1.3	1.7	1.3	1.4	1.4	1.2	1.1	1.1	1.4	1.2
Asset Turnover (x1) **47**	0.7	0.4	0.4	0.5	0.4	0.3	0.2	0.2	0.1	0.1
Total Liabilities/Net Worth (x1) **48**	1.6	1.9	2.5	1.8	1.4	2.2	2.5	2.7	2.7	4.5
Return on Assets (x1) **49**	9.1	5.3	4.8	5.6	6.1	5.7	4.0	4.5	3.6	3.3
Return on Equity (%) **50**	2.4	3.6	1.2	1.7	2.0	0.3	•	•	1.6	1.4

OTHER HOLDING AND INVESTMENT COMPANIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	19733	1480	5600	4702	2482	1857	2487	491	301	122	74	68	68
Revenues ($ in Thousands)														
Net Sales	2	7307204	99341	88832	168013	50462	152487	600252	56025	967026	288325	380452	1540203	2915787
Portfolio Income	3	10131979	101774	101149	111698	81421	82908	344402	313814	275110	353772	240215	580170	7545545
Other Revenues	4	4415073	187466	35514	28766	70896	70033	329721	200201	278900	158534	244248	310906	2499889
Total Revenues	5	21854256	388581	225495	308477	202779	305428	1274375	570040	1521036	800631	864915	2431279	12961221
Average Total Revenues	6	1107	263	40	66	82	164	512	1161	5053	6563	11688	35754	190606
Operating Costs/Operating Income (%)														
Cost of Operations	7	10.6	0.4	4.5	•	•	14.6	15.1	4.5	25.6	21.5	18.9	34.7	3.6
Salaries and Wages	8	7.0	6.7	0.3	6.1	2.8	7.3	9.2	1.9	10.7	2.4	8.1	9.8	6.5
Taxes Paid	9	1.9	2.8	1.3	3.7	3.1	3.2	2.7	2.5	2.2	1.8	2.6	1.9	1.6
Interest Paid	10	20.4	2.0	7.5	0.9	3.9	4.5	4.4	11.0	2.7	7.7	12.5	11.7	29.4
Depreciation, Depletion, Amortization	11	8.1	1.4	1.5	0.8	2.7	1.6	3.3	1.1	1.5	1.7	2.1	2.6	12.3
Pensions and Other Benefits	12	0.8	0.6	•	5.2	0.8	0.8	2.0	0.6	0.8	0.4	0.6	1.0	0.7
Other	13	23.2	20.2	35.5	24.4	24.4	20.7	15.8	16.1	23.8	19.1	13.1	14.3	26.7
Officers Compensation	14	2.3	1.3	1.3	17.7	6.2	12.1	6.9	4.7	8.3	1.4	2.6	2.0	0.5
Operating Margin	15	25.7	64.7	48.2	41.2	56.1	35.3	40.6	57.7	24.5	44.2	39.6	22.0	18.9
Oper. Margin Before Officers Compensation	16	27.9	66.0	49.5	58.9	62.3	47.4	47.5	62.4	32.8	45.6	42.3	24.0	19.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	2185	•	5	17	35	50	154	481	883	1319	5293	20791	587789
Inventories	18	11	•	•	•	•	18	5	1	143	108	375	1173	67
Net Property, Plant and Equipment	19	340	•	0	6	31	66	105	206	1202	1410	1989	7385	72610
Total Assets	20	9672	•	34	167	334	698	2144	7188	15038	34009	68826	155094	2273116

Notes and Loans Payable **21**	5350	•	5	30	37	190	379	1359	3327	6076	12321	42421	1438302
All Other Liabilities **22**	1175	•	4	13	35	65	138	579	1742	2066	7688	31452	276223
Net Worth **23**	3147	•	26	124	262	442	1627	5250	9969	25867	48816	81222	558591

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	16.1	6.8	9.5	3.5	4.4	5.0	2.2	2.6	2.3	1.6	0.8
Quick Ratio **25**	0.7	•	15.3	6.1	6.7	2.6	2.8	3.3	1.5	2.0	1.7	0.9	0.6
Net Sales to Working Capital **26**	•	•	1.2	1.2	0.9	0.9	1.1	0.7	1.9	1.4	1.5	1.8	•
Coverage Ratio **27**	2.4	•	7.5	•	•	8.7	10.2	6.1	9.7	6.8	4.2	3.4	1.7
Total Asset Turnover **28**	0.1	•	1.2	0.4	0.3	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.1
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	0.4	0.4	0.3	0.6	0.3	0.4	0.5	0.3	0.4	0.9	3.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.5	•	25.5	25.8	21.5	36.6	24.1	27.0	33.7	24.0	29.1	47.6	75.4
Return on Assets **33**	5.5	•	•	16.4	14.5	9.2	10.8	10.8	8.9	10.1	9.0	9.2	4.2
Return on Equity **34**	7.4	•	•	20.3	15.6	11.6	11.2	10.5	10.2	9.3	7.7	8.8	5.0
Return Before Interest on Equity **35**	16.8	•	•	22.1	18.5	14.5	14.2	14.8	13.4	13.2	12.6	17.5	17.1
Profit Margin, Before Income Tax **36**	27.4	•	•	•	•	34.4	•	•	23.7	•	•	28.1	20.8
Profit Margin, After Income Tax **37**	20.9	•	•	•	•	31.1	•	•	20.2	•	32.2	19.9	14.5

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	63.9	48.1	57.2	50.8	47.0	36.7	20.0	19.3	10.3	10.6	
Operating Margin (%) **39**		8.0	15.5	9.4	13.5	14.5	18.5	19.1	17.7	25.6	25.7
Oper. Margin Before Officers Comp. (%) **40**		9.7	17.8	12.7	15.5	16.9	21.5	21.6	20.6	29.9	27.9
Average Net Receivables ($) **41**		389	814	1229	679	670	413	1774	2105	2484	2185
Average Inventories ($) **42**		119	139	347	157	117	49	52	34	15	11
Average Net Worth ($) **43**		1285	1476	2326	2144	2473	1595	2552	2797	2949	3147
Current Ratio (×1) **44**		1.5	1.2	1.1	1.2	1.1	0.9	0.9	0.8	0.9	0.9
Quick Ratio (×1) **45**		1.0	0.9	0.7	0.9	0.8	0.5	0.7	0.7	0.6	0.7
Coverage Ratio (×1) **46**		1.9	3.8	2.6	3.0	2.8	2.4	1.9	1.7	2.5	2.4
Asset Turnover (×1) **47**		1.0	0.5	0.5	0.5	0.4	0.3	0.2	0.2	0.1	0.1
Operating Leverage **48**		0.6	1.9	0.6	1.4	1.1	1.3	1.0	0.9	1.5	1.0
Financial Leverage **49**		0.7	1.6	0.8	1.1	1.0	0.9	0.8	0.9	1.4	1.0
Total Leverage **50**		0.4	3.1	0.5	1.6	1.0	1.2	0.9	0.8	2.1	1.0

HOTELS AND OTHER LODGING PLACES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	28835	1680	8261	4924	4521	3396	4973	569	267	102	60	40	42
Revenues ($ in Thousands)														
Net Sales	2	51926556	828030	1595388	739645	1965628	2154732	6427331	2688335	2515083	1779527	1983037	1986442	27263378
Portfolio Income	3	1606034	36731	23016	9818	21195	15466	35751	53544	13779	64224	68542	171261	1092703
Other Revenues	4	2502523	41270	5623	14874	92312	34111	192052	114833	130078	69772	94322	132239	1581040
Total Revenues	5	56035113	906031	1624027	764337	2079135	2204309	6655134	2856712	2658940	1913523	2145901	2289942	29937121
Average Total Revenues	6	1943	539	197	155	460	649	1338	5021	9959	18760	35765	57249	712789
Operating Costs/Operating Income (%)														
Cost of Operations	7	32.6	18.0	9.6	8.5	27.5	13.2	15.8	26.9	26.2	22.6	27.8	19.9	43.9
Salaries and Wages	8	20.8	26.8	22.1	16.4	15.1	18.1	20.7	18.9	21.4	19.1	22.2	23.1	21.3
Taxes Paid	9	5.9	10.9	6.1	8.0	6.2	6.9	7.4	5.6	5.5	5.9	6.1	8.5	5.2
Interest Paid	10	7.0	5.4	0.7	3.6	2.6	4.7	8.6	6.7	7.0	10.2	9.3	13.0	6.8
Depreciation, Depletion, Amortization	11	6.2	7.6	2.2	7.5	4.3	6.1	7.8	7.3	7.7	8.3	9.7	11.0	5.2
Pensions and Other Benefits	12	2.0	4.6	0.4	1.3	0.8	1.1	1.3	1.2	1.4	2.3	2.8	2.9	2.3
Other	13	30.2	52.3	58.4	56.3	43.4	37.8	37.4	36.0	36.3	40.5	33.3	45.2	20.8
Officers Compensation	14	1.5	0.2	2.9	5.0	6.5	4.9	2.3	2.1	1.1	1.4	1.3	1.0	0.5
Operating Margin	15	•	•	•	•	•	7.1	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	0.6	•	0.2	12.0	1.1	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	144	•	2	16	15	34	68	494	692	1488	1890	6647	60138
Inventories	18	27	•	1	1	11	8	9	65	190	346	1128	646	9932
Net Property, Plant and Equipment	19	1499	•	22	105	230	524	1578	4822	10004	24131	45034	101246	410345
Total Assets	20	2712	•	42	167	360	701	2045	6828	13856	34587	69214	165588	975487

Notes and Loans Payable **21**	1567	•	31	174	239	438	1660	5036	10538	25084	40833	103472	438646
All Other Liabilities **22**	509	•	11	11	49	70	214	858	2342	8182	15664	23950	217916
Net Worth **23**	637	•	0	-17	71	193	171	934	977	1321	12717	38166	318924

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	1.2	4.4	1.0	1.0	0.8	0.9	0.9	0.5	0.6	0.7	1.0
Quick Ratio **25**	0.6	•	1.0	3.8	0.7	0.9	0.7	0.7	0.6	0.3	0.4	0.5	0.6
Net Sales to Working Capital **26**	•	•	•	4.1	•	•	•	•	•	•	•	•	•
Coverage Ratio **27**	1.3	•	0.3	0.1	0.8	3.0	1.3	1.2	0.9	0.8	0.6	0.3	1.6
Total Asset Turnover **28**	0.7	•	4.6	0.9	1.2	0.9	0.6	0.7	0.7	0.5	0.5	0.3	0.7
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.3	•	•	•	4.1	2.6	11.0	6.3	13.2	25.2	4.5	3.3	2.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.5	•	99.5	•	80.2	72.5	91.7	86.3	93.0	96.2	81.6	77.0	67.3
Return on Assets **33**	5.8	•	0.9	0.3	2.6	12.8	6.9	5.7	4.1	3.9	2.5	1.1	7.1
Return on Equity **34**	1.2	•	•	31.1	•	29.4	14.7	3.6	•	•	•	•	3.7
Return Before Interest on Equity **35**	24.9	•	•	•	13.1	•	•	•	•	•	13.4	4.9	21.8
Profit Margin, Before Income Tax **36**	1.8	•	•	•	•	9.4	2.3	1.6	•	•	•	•	3.9
Profit Margin, After Income Tax **37**	0.4	•	•	•	•	9.0	2.0	0.7	•	•	•	•	1.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.3	44.8	46.3	42.4	43.9	45.0	38.6	37.1	39.9	32.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	101	115	88	128	148	199	140	123	138	144
Average Inventories ($) **42**	22	29	18	22	18	22	21	21	25	27
Average Net Worth ($) **43**	394	490	286	416	340	460	488	496	608	637
Current Ratio (x1) **44**	1.1	1.1	1.1	1.0	0.9	1.0	0.9	0.9	0.9	0.9
Quick Ratio (x1) **45**	0.8	0.7	0.8	0.7	0.7	0.7	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	1.1	1.1	1.0	0.9	0.7	0.6	0.6	0.8	1.1	1.3
Asset Turnover (x1) **47**	0.8	0.7	0.8	0.7	0.7	0.7	0.6	0.7	0.6	0.7
Total Liabilities/Net Worth (x1) **48**	3.3	2.8	4.9	3.9	4.8	4.1	4.1	3.7	3.2	3.3
Return on Assets (x1) **49**	6.4	6.2	6.0	4.7	4.4	3.1	3.2	4.2	4.4	5.8
Return on Equity (%) **50**	•	•	•	•	•	•	•	•	•	1.2

HOTELS AND OTHER LODGING PLACES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13483	627	2504	2062	2467	2338	2895	362	129	39	27	•	•
Revenues ($ in Thousands)														
Net Sales	2	39196585	651456	515275	515298	1415335	1799347	4033281	1854936	1488451	876845	1081469	•	•
Portfolio Income	3	951779	34633	21942	2353	16569	14368	20247	51222	9826	41032	49487	•	•
Other Revenues	4	1968610	50146	3073	6123	4077	50035	127245	88026	91890	47064	41829	•	•
Total Revenues	5	42116974	736235	540290	523774	1435981	1863750	4180773	1994184	1590167	964941	1172785	•	•
Average Total Revenues	6	3124	1174	216	254	582	797	1444	5509	12327	24742	43436	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	36.4	11.4	0.3	10.2	16.0	13.0	17.5	23.9	22.4	17.1	28.2	•	•
Salaries and Wages	8	20.1	30.1	15.4	14.6	17.0	17.1	16.7	18.8	21.5	19.3	20.5	•	•
Taxes Paid	9	5.2	11.8	6.0	6.6	6.2	6.8	6.3	5.3	5.0	5.6	5.8	•	•
Interest Paid	10	4.9	3.0	1.4	1.5	1.8	3.6	7.6	5.5	5.0	5.5	6.3	•	•
Depreciation, Depletion, Amortization	11	4.9	5.3	1.8	4.8	3.7	5.0	7.5	6.0	6.3	6.1	8.4	•	•
Pensions and Other Benefits	12	1.8	5.0	0.5	0.5	1.0	1.2	1.3	1.0	1.1	1.7	2.5	•	•
Other	13	24.4	29.4	59.5	52.8	39.0	36.9	32.7	35.4	37.0	41.8	27.1	•	•
Officers Compensation	14	1.5	•	6.4	2.2	8.5	5.2	3.1	2.4	1.3	1.7	1.5	•	•
Operating Margin	15	0.7	3.9	8.9	6.9	7.0	11.2	7.5	1.7	0.6	1.5	•	•	•
Oper. Margin Before Officers Compensation	16	2.2	4.0	15.2	9.1	15.5	16.4	10.6	4.1	1.8	3.2	1.3	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	231	•	0	32	23	46	81	653	787	1671	1919	•	•
Inventories	18	43	•	•	0	15	11	10	46	254	586	1607	•	•
Net Property, Plant and Equipment	19	1731	•	18	84	209	512	1530	4157	8490	20249	43041	•	•
Total Assets	20	3233	•	54	152	373	710	1994	6700	12990	35316	66374	•	•

Notes and Loans Payable **21**	1619	•	17	79	145	375	1444	4246	8735	16809	32309	•	•
All Other Liabilities **22**	578	•	3	14	52	25	173	811	1674	7759	11714	•	•
Net Worth **23**	1036	•	34	59	175	309	378	1644	2581	10748	22351	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.7	4.2	1.8	1.8	1.0	1.2	1.2	1.0	1.1	•	•
Quick Ratio **25**	0.9	•	1.6	4.2	1.3	1.5	0.8	1.0	0.9	0.8	0.8	•	•
Net Sales to Working Capital **26**	34.0	•	22.3	6.6	11.3	12.6	•	19.0	29.7	•	•	•	•
Coverage Ratio **27**	2.7	6.7	10.9	6.7	5.8	5.2	2.5	2.7	2.5	3.1	2.3	•	•
Total Asset Turnover **28**	0.9	•	3.8	1.7	1.5	1.1	0.7	0.8	0.9	0.6	0.6	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	0.6	1.6	1.1	1.3	4.3	3.1	4.0	2.3	2.0	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.0	•	37.5	61.4	53.1	56.5	81.1	75.5	80.1	69.6	66.3	•	•
Return on Assets **33**	11.8	•	•	16.5	15.8	20.0	13.1	11.2	10.9	10.8	8.8	•	•
Return on Equity **34**	18.0	•	•	35.2	26.0	35.6	38.8	24.5	29.7	19.2	11.4	•	•
Return Before Interest on Equity **35**	•	•	•	•	33.6	•	•	•	•	•	26.0	•	•
Profit Margin, Before Income Tax **36**	8.2	16.9	13.8	8.6	8.5	14.8	11.1	9.1	7.4	11.4	8.2	•	•
Profit Margin, After Income Tax **37**	6.4	14.8	13.6	8.3	7.9	14.3	10.5	7.9	6.7	9.2	6.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	45.3	51.6	53.4	39.0	44.2	45.3	43.8	39.6	42.2	36.4	
Operating Margin (%) **39**		•	•	•	•	•	•	•	•	0.3	0.7
Oper. Margin Before Officers Comp. (%) **40**		•	•	•	•	•	•	0.9	0.7	2.0	2.2
Average Net Receivables ($) **41**		113	126	140	185	167	265	92	95	222	231
Average Inventories ($) **42**		23	29	33	32	28	26	17	26	37	43
Average Net Worth ($) **43**		676	686	710	772	729	816	554	745	1019	1036
Current Ratio (×1) **44**		1.4	1.6	1.7	1.3	1.2	1.5	1.4	1.2	1.1	1.2
Quick Ratio (×1) **45**		1.1	1.1	1.3	1.0	0.9	1.3	0.9	0.9	0.8	0.9
Coverage Ratio (×1) **46**		2.5	2.5	2.5	2.5	2.4	2.2	2.4	2.5	2.9	2.7
Asset Turnover (×1) **47**		0.9	1.0	1.0	0.8	0.8	0.8	0.9	1.0	0.8	0.9
Operating Leverage **48**		1.0	1.7	0.9	0.8	0.9	0.8	0.2	1.2	•	2.3
Financial Leverage **49**		1.0	1.0	1.1	1.0	1.0	0.9	1.1	1.0	1.1	1.0
Total Leverage **50**		1.1	1.7	1.0	0.8	0.9	0.8	0.2	1.2	•	2.2

Table I

Corporations with and without Net Income

PERSONAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	89858	6382	60839	13272	4270	2849	2054	89	56	17	12	11	7
Revenues ($ in Thousands)														
Net Sales	2	36729871	223949	8424842	5755677	2558205	3093409	5626775	807344	1207183	598095	956978	2372545	5104868
Portfolio Income	3	689248	34634	16477	14406	15856	19653	67084	6901	11861	4563	9498	18146	470174
Other Revenues	4	741470	2860	53906	50545	42372	30191	110510	41521	10302	24441	27080	26337	321401
Total Revenues	5	38160589	261443	8495225	5820628	2616433	3143253	5804369	855766	1229346	627099	993556	2417028	5896443
Average Total Revenues	6	425	41	140	439	613	1103	2826	9615	21953	36888	82796	219730	842349
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.5	27.1	28.9	25.7	26.2	29.1	40.6	31.4	35.7	31.7	30.1	27.1	23.3
Salaries and Wages	8	20.7	25.9	18.8	20.5	20.7	23.9	14.5	30.2	20.5	16.0	27.7	22.4	25.6
Taxes Paid	9	4.5	6.0	4.8	4.2	5.4	4.7	4.0	4.1	4.2	3.3	3.5	4.3	5.0
Interest Paid	10	2.5	0.1	0.9	1.4	2.5	1.7	1.8	1.7	1.8	2.9	1.8	1.9	8.3
Depreciation, Depletion, Amortization	11	4.5	1.8	2.7	3.4	5.3	3.9	3.9	4.2	5.8	7.4	6.1	5.3	8.4
Pensions and Other Benefits	12	1.6	0.3	0.5	1.5	2.0	1.7	2.3	2.1	2.8	2.1	5.2	1.4	1.6
Other	13	28.6	50.4	32.4	28.0	28.9	24.2	24.1	27.1	24.4	32.6	26.2	32.3	28.8
Officers Compensation	14	6.9	6.6	9.7	10.8	9.9	8.7	7.2	3.9	3.6	1.5	1.2	1.0	0.8
Operating Margin	15	1.3	•	1.4	4.6	•	2.3	1.6	•	1.3	2.6	•	4.5	•
Oper. Margin Before Officers Compensation	16	8.2	•	11.2	15.4	9.0	11.0	8.8	•	4.9	4.1	•	5.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	35	•	1	17	55	103	257	680	2707	2947	13875	10904	171458
Inventories	18	13	•	1	8	20	28	74	212	1173	3789	4216	11848	51697
Net Property, Plant and Equipment	19	93	•	13	70	162	270	700	2849	6820	12243	26049	62536	276715
Total Assets	20	266	•	27	156	354	694	1684	7490	14708	39499	74538	173768	1178109

Notes and Loans Payable **21**	104	•	24	89	200	250	696	1579	4751	11718	18534	33206	362262
All Other Liabilities **22**	62	•	3	25	55	147	384	1728	3358	12589	29170	39420	325148
Net Worth **23**	99	•	-0	42	99	296	604	4183	6599	15192	26834	101142	490699

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	2.3	1.8	1.7	2.3	2.0	1.5	1.7	1.6	2.4	1.9	1.6
Quick Ratio **25**	1.3	•	1.7	1.4	1.2	1.8	1.6	1.0	1.1	0.5	1.3	1.0	1.2
Net Sales to Working Capital **26**	10.4	•	27.4	19.3	11.9	7.3	8.6	12.4	8.6	6.1	4.9	9.4	5.8
Coverage Ratio **27**	3.1	•	3.6	5.0	1.6	3.3	3.6	1.9	2.8	3.5	2.1	4.3	2.7
Total Asset Turnover **28**	1.5	•	5.2	2.8	1.7	1.6	1.6	1.2	1.5	0.9	1.1	1.3	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	5.9	•	9.9	6.6
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	8.5
Total Liabilities to Net Worth **31**	1.7	•	•	2.7	2.6	1.4	1.8	0.8	1.2	1.6	1.8	0.7	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.6	•	•	73.0	72.1	57.3	64.2	44.2	55.1	61.5	64.0	41.8	58.4
Return on Assets **33**	11.8	•	16.2	19.8	6.7	8.6	10.6	3.8	7.2	9.2	3.9	10.1	13.8
Return on Equity **34**	16.9	•	•	•	7.5	12.4	18.8	2.2	7.8	13.5	0.3	9.4	13.7
Return Before Interest on Equity **35**	31.6	•	•	•	23.9	20.1	29.6	6.7	16.1	23.8	10.9	17.3	33.1
Profit Margin, Before Income Tax **36**	5.2	•	2.3	5.7	1.4	3.8	4.7	1.5	3.2	7.4	1.9	6.2	14.0
Profit Margin, After Income Tax **37**	4.1	•	2.2	5.5	1.2	3.4	4.2	1.0	2.4	5.9	•	4.4	9.2

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	38.5	39.1	36.9	36.5	37.9	38.9	38.1	36.3	33.3	29.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.2	1.3
Oper. Margin Before Officers Comp. (%) **40**	5.6	4.4	6.5	5.2	5.9	5.1	5.1	6.9	6.9	8.2
Average Net Receivables ($) **41**	28	29	24	33	32	33	33	34	32	35
Average Inventories ($) **42**	13	14	10	15	14	15	16	17	13	13
Average Net Worth ($) **43**	75	73	69	73	76	84	97	98	91	99
Current Ratio (x1) **44**	1.7	1.7	1.8	1.5	1.6	1.6	1.6	1.9	1.7	1.8
Quick Ratio (x1) **45**	1.2	1.2	1.3	1.0	1.1	1.1	1.1	1.3	1.2	1.3
Coverage Ratio (x1) **46**	1.9	2.1	2.3	2.2	2.7	2.5	2.3	2.5	2.5	3.1
Asset Turnover (x1) **47**	1.8	1.7	1.7	1.6	1.9	1.7	1.6	1.8	1.7	1.5
Total Liabilities/Net Worth (x1) **48**	1.6	1.7	1.8	2.2	2.0	1.9	1.8	1.6	1.7	1.7
Return on Assets (x1) **49**	6.1	6.4	6.9	6.6	11.2	10.2	8.9	10.0	10.3	11.8
Return on Equity (%) **50**	2.8	4.0	6.5	7.4	16.0	13.3	9.6	11.3	12.3	16.9

PERSONAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	51942	1883	34693	8472	2915	2114	1723	64	44	11	8	•	•
Revenues ($ in Thousands)														
Net Sales	2	29260630	74244	5733828	4376277	1660491	2391648	4922100	572258	993322	451807	711700	•	•
Portfolio Income	3	650620	32862	6639	10629	15022	16373	59820	5967	10903	3485	6399	•	•
Other Revenues	4	647624	2176	14718	44131	28663	23399	102857	29743	7861	22090	26825	•	•
Total Revenues	5	30558874	109282	5755185	4431037	1704176	2431420	5084777	607968	1012086	477382	744924	•	•
Average Total Revenues	6	588	58	166	523	585	1150	2951	9500	23002	43398	93116	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	29.6	15.8	29.9	26.4	24.6	28.2	40.5	27.6	35.7	30.5	30.0	•	•
Salaries and Wages	8	20.0	13.0	17.4	20.2	15.1	22.7	13.8	29.9	22.5	16.2	27.6	•	•
Taxes Paid	9	4.4	4.7	4.5	4.0	4.8	4.6	4.0	4.6	4.7	3.1	3.6	•	•
Interest Paid	10	2.5	•	0.7	1.2	2.7	1.2	1.6	1.2	0.9	2.1	1.4	•	•
Depreciation, Depletion, Amortization	11	4.4	1.8	2.1	3.2	5.5	3.6	3.5	4.3	4.6	7.8	6.2	•	•
Pensions and Other Benefits	12	1.7	0.1	0.5	1.5	2.1	1.9	2.4	1.9	3.2	2.6	5.0	•	•
Other	13	27.2	62.8	28.7	26.7	32.3	23.7	23.7	25.1	21.5	31.5	22.8	•	•
Officers Compensation	14	6.3	4.5	9.2	9.1	10.4	9.3	7.6	4.8	3.8	1.2	1.1	•	•
Operating Margin	15	4.0	•	7.1	7.8	2.7	5.1	3.2	0.8	3.1	5.0	2.4	•	•
Oper. Margin Before Officers Compensation	16	10.3	1.7	16.3	16.9	13.1	14.3	10.7	5.5	7.0	6.2	3.5	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	51	•	2	20	53	101	252	424	3144	3784	10262	•	•
Inventories	18	19	•	1	8	26	28	64	276	1422	4723	3110	•	•
Net Property, Plant and Equipment	19	125	•	12	66	160	270	693	2691	5807	7118	28158	•	•
Total Assets	20	380	•	28	152	368	688	1699	7358	14699	38802	71052	•	•

Notes and Loans Payable	**21**	123	•	19	70	198	174	608	1287	2835	6830	14164	•	•
All Other Liabilities	**22**	89	•	3	25	55	130	370	1042	3769	14594	21300	•	•
Net Worth	**23**	167	•	6	57	115	384	721	5029	8095	17379	35588	•	•
Selected Financial Ratios (Times to 1)														
Current Ratio	**24**	1.9	•	3.0	2.0	2.1	2.5	2.1	2.4	2.1	1.5	1.6	•	•
Quick Ratio	**25**	1.4	•	2.3	1.5	1.5	2.1	1.7	1.5	1.3	0.5	0.9	•	•
Net Sales to Working Capital	**26**	9.3	•	23.5	18.8	8.2	6.8	8.4	5.9	6.3	6.5	10.8	•	•
Coverage Ratio	**27**	4.4	•	12.4	8.6	3.0	6.6	5.1	6.8	6.6	6.0	6.0	•	•
Total Asset Turnover	**28**	1.5	•	6.0	3.4	1.6	1.7	1.7	1.2	1.5	1.1	1.3	•	•
Inventory Turnover	**29**	•	•	•	•	•	•	•	•	•	5.3	•	•	•
Receivables Turnover	**30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth	**31**	1.3	•	3.9	1.7	2.2	0.8	1.4	0.5	0.8	1.2	1.0	•	•
Selected Financial Factors (in Percentages)														
Debt Ratio	**32**	55.9	•	79.5	62.4	68.7	44.1	57.6	31.7	44.9	55.2	49.9	•	•
Return on Assets	**33**	16.2	•	•	34.8	12.4	12.9	13.5	9.9	9.1	13.5	10.3	•	•
Return on Equity	**34**	23.9	•	•	•	24.9	17.8	23.0	11.3	11.4	20.3	11.0	•	•
Return Before Interest on Equity	**35**	•	•	•	•	•	23.0	31.8	14.5	16.5	30.1	20.5	•	•
Profit Margin, Before Income Tax	**36**	8.5	•	7.5	9.1	5.3	6.6	6.5	7.0	5.0	10.6	6.8	•	•
Profit Margin, After Income Tax	**37**	7.1	•	7.4	8.9	5.0	6.1	5.8	6.3	4.1	8.6	4.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%)	**38** 35.0	40.3	37.5	37.1	37.8	39.5	35.6	35.0	32.9	29.6	
Operating Margin (%)	**39**	2.0	0.2	2.3	2.8	2.5	1.8	2.1	2.9	3.8	4.0
Oper. Margin Before Officers Comp. (%)	**40**	10.8	6.9	9.5	8.8	8.2	7.3	7.9	9.4	10.0	10.3
Average Net Receivables ($)	**41**	41	47	40	54	46	51	48	45	47	51
Average Inventories ($)	**42**	19	22	17	27	22	23	22	20	20	19
Average Net Worth ($)	**43**	139	141	133	152	140	152	176	157	167	167
Current Ratio (x1)	**44**	2.3	2.0	2.2	1.8	1.8	1.8	1.8	2.1	2.0	1.9
Quick Ratio (x1)	**45**	1.7	1.4	1.6	1.1	1.3	1.2	1.3	1.5	1.4	1.4
Coverage Ratio (x1)	**46**	5.8	4.8	5.2	5.3	4.9	4.4	4.1	4.0	4.0	4.4
Asset Turnover (x1)	**47**	1.7	1.7	1.6	1.5	1.8	1.6	1.6	1.8	1.6	1.5
Operating Leverage	**48**	0.9	0.1	14.1	1.2	0.9	0.7	1.2	1.4	1.3	1.1
Financial Leverage	**49**	1.0	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.1
Total Leverage	**50**	0.9	0.1	15.4	1.3	0.9	0.7	1.2	1.3	1.3	1.1

Table I

Corporations with and without Net Income

ADVERTISING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	32741	2535	21264	4059	1927	1209	1400	170	97	39	14	14	12
Revenues ($ in Thousands)														
Net Sales	2	43750330	403986	4749084	2602893	2761777	2520494	11216869	2498649	2545655	2163981	1933454	2352336	8001153
Portfolio Income	3	440357	158	8402	7922	3226	5964	19522	7007	16857	13004	35454	27245	295594
Other Revenues	4	635832	2576	138919	20777	17251	9708	74855	37702	24002	7693	13238	75658	213453
Total Revenues	5	44826519	406720	4896405	2631592	2782254	2536166	11311246	2543358	2586514	2184678	1982146	2455239	8510200
Average Total Revenues	6	1369	160	230	648	1444	2098	8079	14961	26665	56017	141582	175374	709183
Operating Costs/Operating Income (%)														
Cost of Operations	7	52.7	69.6	44.1	31.0	48.4	51.1	61.9	64.3	53.1	56.0	68.8	52.7	44.7
Salaries and Wages	8	14.1	4.8	11.5	8.0	7.9	11.5	11.5	11.4	13.3	16.8	10.6	16.5	25.4
Taxes Paid	9	2.1	1.0	2.4	2.5	2.2	2.1	1.5	1.7	1.7	1.9	1.5	2.3	2.9
Interest Paid	10	1.6	0.5	0.3	0.6	0.6	0.6	0.4	0.6	1.0	1.7	1.8	4.9	4.6
Depreciation, Depletion, Amortization	11	1.5	0.4	1.3	1.6	1.3	1.7	0.8	1.6	1.9	1.8	2.0	4.0	1.7
Pensions and Other Benefits	12	1.5	0.7	1.1	1.1	1.0	1.8	1.3	1.1	1.4	1.3	1.1	1.6	2.8
Other	13	21.8	25.1	30.6	46.9	30.8	21.1	17.4	14.7	23.9	14.9	10.9	18.3	18.3
Officers Compensation	14	5.4	5.2	9.4	8.4	7.7	10.7	4.7	4.5	4.3	4.0	2.3	3.2	3.1
Operating Margin	15	•	•	•	•	0.3	•	0.7	0.3	•	1.7	1.0	•	•
Oper. Margin Before Officers Compensation	16	4.7	•	8.7	8.4	8.0	10.2	5.4	4.7	3.7	5.7	3.3	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	246	•	4	48	65	266	884	3437	6298	13949	19999	43873	286369
Inventories	18	15	•	0	2	8	32	71	289	594	1793	2096	1876	6745
Net Property, Plant and Equipment	19	99	•	7	42	120	178	262	952	2803	3019	15403	35855	69407
Total Assets	20	899	•	27	167	351	664	2016	6755	14163	35207	71890	147575	1408632

Notes and Loans Payable **21**	255	•	15	50	179	219	514	1546	3088	9078	28728	101088	313350
All Other Liabilities **22**	432	•	10	93	141	281	1234	4108	9034	27698	37604	65801	592971
Net Worth **23**	212	•	2	25	30	164	268	1101	2041	-1570	5558	-19314	502311

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	1.3	1.2	1.2	1.4	1.1	1.3	1.1	1.0	0.9	0.8	0.8
Quick Ratio **25**	0.7	•	1.1	1.1	0.9	1.2	0.9	1.2	0.8	0.8	0.6	0.7	0.5
Net Sales to Working Capital **26**	•	•	•	35.7	47.4	16.8	•	11.8	35.4	•	•	•	•
Coverage Ratio **27**	2.2	•	9.2	3.0	2.9	1.2	5.6	4.5	2.0	2.6	3.1	1.2	1.8
Total Asset Turnover **28**	1.5	•	8.2	3.8	4.1	3.2	4.0	2.2	1.9	1.6	1.9	1.1	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	8.6	8.3	8.0	•	7.7	4.7
Total Liabilities to Net Worth **31**	3.3	•	13.2	5.8	10.7	3.1	6.5	5.1	5.9	•	11.9	•	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.5	•	93.0	85.2	91.4	75.3	86.7	83.7	85.6	•	92.3	•	64.4
Return on Assets **33**	5.2	•	21.1	6.5	6.4	2.2	7.6	5.7	3.7	7.0	10.8	6.7	3.9
Return on Equity **34**	9.4	•	•	26.6	•	•	•	23.9	8.9	•	•	•	2.8
Return Before Interest on Equity **35**	22.1	•	•	•	•	8.9	•	•	25.7	•	•	•	10.8
Profit Margin, Before Income Tax **36**	1.9	•	2.3	1.1	1.0	0.1	1.6	2.1	1.0	2.7	3.8	1.0	3.6
Profit Margin, After Income Tax **37**	1.5	•	2.2	1.0	1.0	•	1.4	1.8	0.7	2.3	3.1	0.9	2.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	56.7	57.0	56.5	56.8	53.6	56.2	53.1	55.4	52.4	52.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.4	4.5	3.7	2.9	1.4	2.0	2.1	3.6	4.5	4.7
Average Net Receivables ($) **41**	180	160	210	224	257	245	206	224	227	246
Average Inventories ($) **42**	14	10	10	9	14	12	13	13	16	15
Average Net Worth ($) **43**	125	150	199	224	193	195	167	196	223	212
Current Ratio (×1) **44**	1.1	1.0	0.9	0.9	0.8	0.9	0.9	0.9	1.0	1.0
Quick Ratio (×1) **45**	0.9	0.8	0.8	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Coverage Ratio (×1) **46**	2.9	2.4	1.4	1.7	1.0	1.1	1.0	2.2	2.1	2.2
Asset Turnover (×1) **47**	2.1	1.7	1.5	1.5	1.5	1.4	1.4	1.4	1.4	1.5
Total Liabilities/Net Worth (×1) **48**	2.8	2.6	2.6	2.7	3.5	3.4	4.0	3.5	3.1	3.3
Return on Assets (×1) **49**	7.1	4.7	3.1	4.4	3.9	4.3	3.4	5.9	5.4	5.2
Return on Equity (%) **50**	9.0	4.4	•	2.8	•	•	•	11.4	9.0	9.4

ADVERTISING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	16560	763	10404	2338	1045	704	1032	147	73	24	11	10	8
Revenues ($ in Thousands)														
Net Sales	2	31711684	240690	3224577	1666548	1026319	1662856	9797060	2359784	2060707	1664301	1856214	1796381	4356247
Portfolio Income	3	312932	•	5157	3317	2688	2285	15674	4175	14997	8773	35444	19575	200845
Other Revenues	4	477098	2145	59754	25859	15098	2070	74408	36901	7887	5760	11954	71728	163536
Total Revenues	5	32501714	242835	3289488	1695724	1044105	1667211	9887142	2400860	2083591	1678834	1903612	1887684	4720628
Average Total Revenues	6	1963	318	316	725	999	2368	9581	16332	28542	69951	173056	188768	590078
Operating Costs/Operating Income (%)														
Cost of Operations	7	53.7	72.0	52.2	25.7	28.7	50.5	62.1	65.5	62.7	56.6	71.0	53.3	34.1
Salaries and Wages	8	14.0	3.0	9.3	7.3	11.1	11.8	10.8	10.5	13.4	16.7	10.1	15.0	31.7
Taxes Paid	9	2.0	0.5	2.0	2.4	2.1	2.2	1.4	1.6	1.8	1.8	1.4	2.2	3.6
Interest Paid	10	1.1	0.4	0.2	0.7	0.7	0.5	0.3	0.5	0.6	0.9	1.4	4.7	3.2
Depreciation, Depletion, Amortization	11	1.4	0.2	1.1	1.5	1.8	1.3	0.8	1.3	1.4	1.7	1.7	3.9	1.8
Pensions and Other Benefits	12	1.6	0.3	1.3	0.9	1.6	2.3	1.3	0.9	1.6	1.3	1.0	1.5	3.5
Other	13	19.0	12.9	21.1	49.0	37.6	15.2	17.5	13.1	11.2	13.7	10.8	17.6	20.0
Officers Compensation	14	5.2	2.4	8.7	8.8	8.4	13.6	4.0	4.5	4.9	3.0	1.4	3.2	3.9
Operating Margin	15	2.0	8.5	4.1	3.7	8.2	2.7	1.8	2.1	2.4	4.5	1.2	•	•
Oper. Margin Before Officers Compensation	16	7.1	10.8	12.8	12.5	16.6	16.4	5.8	6.6	7.3	7.5	2.7	1.7	2.3
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	375	•	4	59	74	315	924	3335	7276	13581	20433	45056	345018
Inventories	18	21	•	1	2	7	30	61	334	666	2173	2530	2627	5520
Net Property, Plant and Equipment	19	134	•	7	26	140	134	315	903	2086	4052	10835	46043	70508
Total Assets	20	1086	•	28	174	382	670	2100	6593	13911	35618	70361	148229	1144643

Notes and Loans Payable **21**	246	•	8	36	148	162	349	941	1808	7193	24672	96129	199644
All Other Liabilities **22**	607	•	11	74	99	288	1209	4211	8956	24624	39065	60932	663876
Net Worth **23**	234	•	10	63	135	220	542	1442	3146	3800	6625	-8833	281124

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.0	•	1.3	1.7	1.8	1.5	1.2	1.2	1.1	1.1	0.9	1.0	0.9
Quick Ratio **25**	0.8	•	1.2	1.6	1.2	1.4	1.1	1.1	0.9	0.9	0.6	0.9	0.6
Net Sales to Working Capital **26**	•	•	•	15.7	12.8	13.6	32.0	17.9	21.2	37.7	•	•	•
Coverage Ratio **27**	5.2	•	•	9.2	•	7.2	10.4	9.6	7.1	7.2	3.9	1.8	3.5
Total Asset Turnover **28**	1.8	•	11.1	4.1	2.6	3.5	4.5	2.4	2.0	2.0	2.4	1.2	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	9.6	7.8	•	•	8.0	3.2
Total Liabilities to Net Worth **31**	3.7	•	1.9	1.8	1.8	2.1	2.9	3.6	3.4	8.4	9.6	•	3.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	78.5	•	65.5	63.5	64.6	67.1	74.2	78.1	77.4	89.3	90.6	•	75.5
Return on Assets **33**	10.1	•	•	25.0	27.1	12.3	13.5	10.5	8.3	12.4	13.2	10.0	5.3
Return on Equity **34**	33.0	•	•	•	•	29.3	•	•	28.0	•	•	•	10.3
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	21.7
Profit Margin, Before Income Tax **36**	4.6	9.4	6.1	5.4	9.9	3.0	2.7	3.9	3.5	5.5	4.1	3.5	8.0
Profit Margin, After Income Tax **37**	4.0	9.4	6.0	5.3	9.7	2.7	2.5	3.6	3.1	4.9	3.3	3.4	5.3

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	56.0	58.6	59.0	56.0	51.5	54.8	54.4	54.5	52.8	53.7	
Operating Margin (%) **39**		0.3	0.8	1.1	1.2	1.0	2.0	1.8	1.7	1.9	2.0
Oper. Margin Before Officers Comp. (%) **40**		6.0	7.1	7.4	6.4	7.0	8.1	7.6	8.1	7.6	7.1
Average Net Receivables ($) **41**		255	208	235	269	259	254	291	284	298	375
Average Inventories ($) **42**		16	11	9	11	10	13	18	17	21	21
Average Net Worth ($) **43**		196	168	167	215	145	172	215	226	222	234
Current Ratio (x1) **44**		1.2	1.2	1.2	1.0	1.1	1.1	1.1	1.1	1.1	1.0
Quick Ratio (x1) **45**		1.0	1.0	1.0	0.8	0.9	0.9	0.8	0.8	0.8	0.8
Coverage Ratio (x1) **46**		6.9	6.1	7.9	6.9	5.8	6.0	4.5	7.3	4.8	5.2
Asset Turnover (x1) **47**		2.2	2.3	2.2	2.0	2.2	1.8	1.8	1.8	1.7	1.8
Operating Leverage **48**		0.3	2.8	1.4	1.1	0.9	1.9	0.9	0.9	1.2	1.0
Financial Leverage **49**		1.0	1.0	1.2	1.0	1.0	1.0	1.0	1.2	0.9	1.0
Total Leverage **50**		0.3	2.8	1.6	1.1	0.9	1.8	0.9	1.1	1.0	1.1

BUSINESS SERVICES, EXCEPT ADVERTISING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	347332	23362	234136	42859	20119	11674	12092	1513	825	342	155	158	98
Revenues ($ in Thousands)														
Net Sales	2	311846894	6814861	35673354	25410086	22723940	22184957	52944392	18021248	18536674	16619531	10012221	22155538	60750090
Portfolio Income	3	6165389	220919	118028	108255	93381	112707	352096	216402	172253	328146	231382	770091	3441729
Other Revenues	4	13909558	193264	573198	287159	385714	426334	1738836	567424	800080	1202864	608315	1533526	5592848
Total Revenues	5	331921841	7229044	36364580	25805500	23203035	22723998	55035324	18805074	19509007	18150541	10851918	24459155	69784667
Average Total Revenues	6	956	309	155	602	1153	1947	4551	12429	23647	53072	70012	154805	712088
Operating Costs/Operating Income (%)														
Cost of Operations	7	37.8	58.9	23.0	32.1	38.2	42.0	47.3	45.4	48.1	46.5	40.4	35.9	29.0
Salaries and Wages	8	20.8	11.1	20.3	24.9	20.6	19.7	17.8	18.9	16.0	22.6	24.6	23.1	23.6
Taxes Paid	9	3.9	2.5	4.1	3.9	4.9	3.8	4.3	3.5	2.9	4.3	3.5	3.4	4.1
Interest Paid	10	1.9	2.0	0.6	0.6	0.9	0.9	1.3	1.6	2.0	1.7	2.8	2.7	4.3
Depreciation, Depletion, Amortization	11	4.8	2.5	1.9	2.3	2.3	2.5	3.3	3.9	5.4	4.5	6.5	7.7	9.5
Pensions and Other Benefits	12	2.5	1.3	1.8	1.8	2.8	2.5	1.9	2.5	1.8	3.0	2.8	3.0	3.5
Other	13	24.8	17.9	32.5	24.2	22.3	21.4	19.4	19.4	23.0	21.9	23.0	26.5	30.8
Officers Compensation	14	5.9	10.5	14.5	9.7	8.6	7.2	6.0	5.4	3.2	2.1	2.3	2.0	1.2
Operating Margin	15	•	•	1.3	0.6	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	3.6	4.0	15.8	10.3	8.2	7.3	4.8	4.7	0.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	149	•	2	28	77	174	583	2058	4535	9236	15403	39556	210656
Inventories	18	20	•	1	7	21	30	102	366	716	1793	3322	6090	12152
Net Property, Plant and Equipment	19	142	•	7	49	97	181	575	1895	3698	7430	12368	35408	189027
Total Assets	20	689	•	23	166	354	694	2025	6964	15331	34737	70535	157610	1186763

Notes and Loans Payable **21**	243	•	20	71	172	259	876	2273	5359	11595	22196	61147	352662
All Other Liabilities **22**	239	•	7	45	156	215	664	2088	5412	11668	22010	63980	413290
Net Worth **23**	208	•	-4	49	26	221	485	2602	4560	11474	26329	32484	420811

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.2	1.6	1.0	1.5	1.3	1.4	1.3	1.4	1.5	1.6	1.0
Quick Ratio **25**	0.9	•	1.0	1.3	0.7	1.2	1.0	1.1	1.0	1.0	1.1	1.2	0.7
Net Sales to Working Capital **26**	19.9	•	•	19.3	•	14.4	19.4	11.6	11.3	9.3	6.2	4.9	•
Coverage Ratio **27**	3.1	0.7	6.2	4.6	2.9	3.7	3.1	3.3	2.5	2.7	1.8	3.4	3.1
Total Asset Turnover **28**	1.3	•	6.7	3.6	3.2	2.7	2.2	1.7	1.5	1.4	0.9	0.9	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.9	•	8.4	7.1	5.9
Total Liabilities to Net Worth **31**	2.3	•	•	2.4	12.6	2.2	3.2	1.7	2.4	2.0	1.7	3.9	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	69.9	•	•	70.2	92.7	68.2	76.1	62.6	70.3	67.0	62.7	79.4	64.6
Return on Assets **33**	7.9	•	25.5	9.9	8.2	9.3	8.7	9.0	7.2	6.5	4.8	8.1	7.0
Return on Equity **34**	13.2	•	•	24.4	•	18.9	20.7	13.2	10.2	7.7	2.2	17.8	9.0
Return Before Interest on Equity **35**	26.2	•	•	33.3	•	29.2	•	24.0	24.1	19.8	12.8	•	19.7
Profit Margin, Before Income Tax **36**	4.1	•	3.2	2.2	1.7	2.5	2.7	3.7	2.9	3.0	2.4	6.5	9.1
Profit Margin, After Income Tax **37**	3.1	•	3.1	2.0	1.5	2.2	2.3	2.9	2.1	1.8	0.9	4.1	6.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	43.9	44.3	44.8	46.9	46.0	44.3	43.0	39.8	38.9	37.8
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	0.9	1.1	•	•	0.1	1.6	4.0	3.6
Average Net Receivables ($) **41**	85	77	80	97	114	120	121	134	141	149
Average Inventories ($) **42**	17	17	18	21	24	20	19	20	20	20
Average Net Worth ($) **43**	100	88	92	114	128	140	162	205	198	208
Current Ratio (x1) **44**	1.3	1.3	1.3	1.3	1.2	1.2	1.1	1.1	1.3	1.2
Quick Ratio (x1) **45**	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	1.0	0.9
Coverage Ratio (x1) **46**	1.1	1.3	1.4	1.5	1.5	1.6	1.4	2.1	2.7	3.1
Asset Turnover (x1) **47**	1.4	1.5	1.5	1.4	1.4	1.4	1.3	1.2	1.3	1.3
Total Liabilities/Net Worth (x1) **48**	2.9	3.2	3.1	3.1	3.2	3.1	2.7	2.4	2.3	2.3
Return on Assets (x1) **49**	5.3	5.9	5.9	6.3	6.6	6.8	5.5	6.3	6.9	7.9
Return on Equity (%) **50**	•	•	1.7	3.6	4.2	6.2	2.9	8.0	10.1	13.2

BUSINESS SERVICES, EXCEPT ADVERTISING

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	193441	7697	128406	27128	13055	7304	7833	1010	520	210	94	111	74
Revenues ($ in Thousands)														
Net Sales	2	237743419	1884405	23206398	17675310	16190683	16924988	42147092	14478807	13843931	12535161	6583410	18460941	53812294
Portfolio Income	3	4972234	154936	79886	79842	66580	89840	258916	166546	116273	251266	126556	603350	2978242
Other Revenues	4	10821456	42714	370324	247799	307947	254047	1436613	436759	620878	484769	512346	1227651	4879610
Total Revenues	5	253537109	2082055	23656608	18002951	16565210	17268875	43842621	15082112	14581082	13271196	7222312	20291942	61670146
Average Total Revenues	6	1311	271	184	664	1269	2364	5597	14933	28041	63196	76833	182810	833380
Operating Costs/Operating Income (%)														
Cost of Operations	7	37.1	42.6	23.4	34.1	35.4	39.4	47.6	47.8	49.4	46.0	43.4	35.7	27.1
Salaries and Wages	8	19.8	11.4	16.1	19.6	19.5	19.8	17.0	16.5	14.7	20.4	22.1	24.2	24.5
Taxes Paid	9	3.9	4.3	3.4	3.5	4.7	3.9	4.4	3.5	2.8	4.6	3.5	3.4	4.0
Interest Paid	10	1.6	1.7	0.5	0.5	0.6	0.7	1.0	1.0	1.3	1.3	1.7	2.0	3.8
Depreciation, Depletion, Amortization	11	4.5	2.7	1.7	2.1	2.1	1.7	2.8	3.3	4.0	3.2	5.0	6.3	9.4
Pensions and Other Benefits	12	2.6	2.1	1.9	1.8	3.1	2.4	1.9	2.5	1.7	2.7	2.8	3.3	3.5
Other	13	23.3	21.3	30.1	22.6	22.3	20.8	16.9	17.4	20.5	18.3	18.6	23.9	30.4
Officers Compensation	14	5.5	6.4	14.4	10.8	8.9	7.1	6.1	4.7	3.2	1.9	2.4	1.9	1.1
Operating Margin	15	1.8	7.5	8.7	5.1	3.3	4.3	2.4	3.3	2.5	1.8	0.7	•	•
Oper. Margin Before Officers Compensation	16	7.3	13.9	23.0	15.9	12.2	11.4	8.5	8.0	5.7	3.6	3.0	1.3	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	210	•	3	33	84	198	643	2425	4859	10495	16085	45634	243373
Inventories	18	26	•	1	6	22	31	119	405	904	1953	2983	6914	13763
Net Property, Plant and Equipment	19	174	•	7	43	87	142	512	1815	3124	6832	9870	33287	215607
Total Assets	20	914	•	26	165	353	690	2007	7100	15184	34879	68893	154428	1320431

Notes and Loans Payable **21**	268	•	11	55	128	190	658	1756	4717	9821	15644	58219	357721
All Other Liabilities **22**	324	•	6	43	101	184	662	2238	5112	11825	22321	69190	482219
Net Worth **23**	323	•	9	67	124	317	686	3106	5354	13232	30928	27019	480490

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.8	1.8	1.7	1.8	1.4	1.6	1.5	1.5	1.6	1.8	1.0
Quick Ratio **25**	1.0	•	1.5	1.6	1.3	1.5	1.2	1.3	1.1	1.2	1.2	1.4	0.7
Net Sales to Working Capital **26**	14.8	•	29.8	15.7	14.4	12.1	14.9	9.3	9.3	9.6	5.2	4.9	•
Coverage Ratio **27**	6.2	11.7	•	14.7	9.9	9.5	7.5	8.4	7.0	7.3	7.1	5.9	3.8
Total Asset Turnover **28**	1.4	•	7.0	3.9	3.5	3.4	2.7	2.0	1.8	1.7	1.0	1.1	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	8.7	7.3	6.0
Total Liabilities to Net Worth **31**	1.8	•	2.0	1.5	1.9	1.2	1.9	1.3	1.8	1.6	1.2	4.7	1.8

Selected Financial Factors (in Percentages)

Debt Ratio **32**	64.7	•	66.6	59.6	64.8	54.1	65.8	56.3	64.7	62.1	55.1	82.5	63.6
Return on Assets **33**	13.6	•	•	29.3	22.0	23.6	19.7	17.0	15.9	15.8	12.1	12.5	8.1
Return on Equity **34**	26.8	•	•	•	•	•	•	29.6	32.9	29.1	18.1	•	11.3
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	27.0	•	22.2
Profit Margin, Before Income Tax **36**	8.5	17.8	10.6	6.9	5.6	6.3	6.4	7.4	7.8	7.9	10.2	9.6	10.8
Profit Margin, After Income Tax **37**	7.0	16.2	10.4	6.7	5.3	5.9	5.8	6.4	6.6	6.5	8.0	6.9	7.5

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.7	43.7	45.0	46.4	45.3	44.1	41.8	39.0	36.7	37.1	
Operating Margin (%) **39**		•	•	•	•	•	•	•	•	2.4	1.8
Oper. Margin Before Officers Comp. (%) **40**		5.4	5.4	7.5	6.9	6.4	5.8	5.6	6.1	8.3	7.3
Average Net Receivables ($) **41**		101	100	105	124	140	153	151	169	183	210
Average Inventories ($) **42**		21	20	22	24	25	25	22	24	24	26
Average Net Worth ($) **43**		160	141	162	186	207	237	264	308	307	323
Current Ratio (×1) **44**		1.4	1.4	1.5	1.5	1.5	1.5	1.2	1.2	1.4	1.3
Quick Ratio (×1) **45**		1.0	1.0	1.1	1.1	1.1	1.1	0.9	0.9	1.0	1.0
Coverage Ratio (×1) **46**		3.9	3.7	4.6	4.8	4.3	4.5	4.4	4.9	6.0	6.2
Asset Turnover (×1) **47**		1.7	1.6	1.7	1.7	1.6	1.7	1.4	1.3	1.4	1.4
Operating Leverage **48**		1.8	1.7	0.2	•	•	1.0	1.0	0.4	•	0.8
Financial Leverage **49**		1.1	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**		1.8	1.6	0.2	•	•	1.0	1.0	0.4	•	0.8

AUTO REPAIR AND SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	86343	3600	54452	15473	7013	3552	1800	208	151	38	22	14	18
Revenues ($ in Thousands)														
Net Sales	2	66063253	360926	13375066	7524786	5907907	4194153	4012931	1100705	2066842	1246963	1591965	900442	23780567
Portfolio Income	3	2162873	17382	14597	37832	38679	47773	102592	89179	122507	92531	107847	98001	1393955
Other Revenues	4	1152658	909	37763	25254	70847	67240	91312	42447	40630	25085	59983	67346	623839
Total Revenues	5	69378784	379217	13427426	7587872	6017433	4309166	4206835	1232331	2229979	1364579	1759795	1065789	25798361
Average Total Revenues	6	804	105	247	490	858	1213	2337	5925	14768	35910	79991	76128	1433242
Operating Costs/Operating Income (%)														
Cost of Operations	7	45.1	47.3	48.5	52.5	50.0	49.0	47.1	45.9	39.5	51.7	44.4	19.5	39.7
Salaries and Wages	8	11.6	21.0	11.6	10.9	13.6	14.1	12.8	7.8	11.9	9.1	12.0	12.8	10.9
Taxes Paid	9	3.7	4.9	4.2	3.9	4.2	4.2	3.6	2.8	2.5	5.0	5.3	2.8	3.1
Interest Paid	10	3.1	1.8	0.6	1.1	1.6	2.0	2.8	5.5	5.3	3.9	3.6	8.8	5.3
Depreciation, Depletion, Amortization	11	12.1	3.6	1.9	2.7	3.2	5.4	8.9	26.4	21.5	14.0	17.1	49.6	21.5
Pensions and Other Benefits	12	1.4	0.2	0.8	0.6	1.4	1.2	1.0	1.4	1.2	2.0	0.9	1.4	2.1
Other	13	22.1	30.1	22.7	21.0	19.2	18.4	23.0	14.1	22.1	18.7	21.2	19.2	24.0
Officers Compensation	14	3.8	3.6	7.7	6.5	6.9	4.9	3.0	3.5	2.4	1.2	1.6	1.1	0.5
Operating Margin	15	•	•	2.0	0.9	•	0.7	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	0.8	•	9.7	7.4	6.7	5.7	0.9	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	54	•	4	20	35	81	223	828	1517	2641	11579	15195	123852
Inventories	18	27	•	5	25	52	78	121	563	1110	1204	2900	3000	20376
Net Property, Plant and Equipment	19	343	•	14	71	157	358	952	4981	9972	16249	46300	114883	992467
Total Assets	20	544	•	37	163	356	684	1633	6946	15107	34093	71054	166603	1422332

Notes and Loans Payable **21**	326	•	24	99	187	384	1026	4817	10717	17577	38317	113971	835954
All Other Liabilities **22**	113	•	10	28	52	129	266	1020	1624	7420	17994	21486	337274
Net Worth **23**	105	•	3	36	117	171	341	1109	2766	9095	14743	31146	249104

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.6	•	1.3	2.1	2.1	1.4	0.9	0.7	0.7	0.9	0.6	0.5	0.3
Quick Ratio **25**	0.4	•	0.9	1.2	1.3	0.8	0.6	0.4	0.4	0.4	0.5	0.4	0.3
Net Sales to Working Capital **26**	•	•	•	12.9	10.5	17.2	•	•	•	•	•	•	•
Coverage Ratio **27**	1.7	•	5.3	2.6	2.0	2.7	2.0	1.8	1.3	2.0	2.3	1.4	1.3
Total Asset Turnover **28**	1.4	•	6.6	3.0	2.4	1.7	1.4	0.8	0.9	1.0	1.0	0.4	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	8.6	9.7	•	•	8.3	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	8.5	•
Total Liabilities to Net Worth **31**	4.2	•	9.9	3.5	2.0	3.0	3.8	5.3	4.5	2.8	3.8	4.4	4.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	80.8	•	90.8	77.9	67.1	75.0	79.1	84.0	81.7	73.3	79.3	81.3	82.5
Return on Assets **33**	7.3	•	19.4	8.5	7.8	9.5	7.6	7.8	6.3	7.6	8.2	4.7	6.2
Return on Equity **34**	11.7	•	•	20.8	10.3	21.0	14.7	19.5	5.1	10.4	14.1	5.4	4.2
Return Before Interest on Equity **35**	•	•	•	•	23.6	•	•	•	34.2	28.4	•	25.1	•
Profit Margin, Before Income Tax **36**	2.0	•	2.4	1.8	1.7	3.5	2.7	4.6	1.6	4.0	4.5	3.3	1.4
Profit Margin, After Income Tax **37**	1.6	•	2.3	1.6	1.4	3.0	2.3	4.1	1.0	2.9	2.9	2.6	0.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	48.6	45.7	47.3	45.2	45.5	44.7	44.1	46.1	45.0	45.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	0.1	0.8
Average Net Receivables ($) **41**	57	76	77	95	87	59	56	53	55	54
Average Inventories ($) **42**	31	31	34	33	33	33	33	31	27	27
Average Net Worth ($) **43**	104	113	104	112	99	101	99	107	104	105
Current Ratio (x1) **44**	1.0	0.8	0.9	0.9	0.8	0.7	0.7	0.7	0.8	0.6
Quick Ratio (x1) **45**	0.6	0.6	0.6	0.7	0.5	0.4	0.4	0.5	0.5	0.4
Coverage Ratio (x1) **46**	1.1	1.3	1.2	1.4	1.2	1.1	1.0	1.3	1.7	1.7
Asset Turnover (x1) **47**	1.2	1.0	1.1	1.1	1.1	1.3	1.2	1.3	1.3	1.4
Total Liabilities/Net Worth (x1) **48**	3.3	3.6	4.3	4.2	4.9	4.5	4.6	3.8	4.0	4.2
Return on Assets (x1) **49**	6.8	6.1	6.4	7.7	6.9	9.2	6.6	7.0	7.6	7.3
Return on Equity (%) **50**	•	2.3	3.3	7.5	2.3	2.7	•	5.6	11.6	11.7

AUTO REPAIR AND SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	51015	•	31625	9683	4812	2462	1203	101	88	20	•	8	12
Revenues ($ in Thousands)														
Net Sales	2	44672025	•	9065000	5741531	4439012	3390638	2943809	801346	1194910	885760	•	631127	14269343
Portfolio Income	3	1190481	•	7139	25705	28919	37808	79296	52914	83578	67912	•	69286	679133
Other Revenues	4	746285	•	24199	13158	51215	61872	63477	10037	15567	28229	•	63302	363524
Total Revenues	5	46608791	•	9096338	5780394	4519146	3490318	3086582	864297	1294055	981901	•	763715	15312000
Average Total Revenues	6	914	•	288	597	939	1418	2566	8557	14705	49095	•	95464	1276000
Operating Costs/Operating Income (%)														
Cost of Operations	7	43.2	•	44.9	53.3	49.6	50.8	49.6	55.0	42.3	54.7	•	22.5	31.9
Salaries and Wages	8	12.7	•	13.0	11.5	14.4	13.5	12.3	6.2	9.5	9.4	•	13.9	13.1
Taxes Paid	9	3.9	•	4.3	3.5	3.9	4.2	3.4	3.3	2.7	5.2	•	3.3	3.8
Interest Paid	10	2.5	•	0.4	0.9	1.1	1.4	2.3	3.5	5.1	2.0	•	7.3	4.9
Depreciation, Depletion, Amortization	11	9.8	•	1.8	2.2	2.7	4.6	7.3	16.8	22.1	9.4	•	42.1	19.2
Pensions and Other Benefits	12	1.3	•	1.0	0.6	1.3	1.4	0.9	1.5	1.6	2.6	•	1.6	1.8
Other	13	22.0	•	21.7	18.2	17.0	16.2	19.1	9.6	16.6	17.4	•	21.9	28.7
Officers Compensation	14	4.0	•	6.9	6.1	8.0	5.0	3.5	4.0	2.8	0.8	•	1.2	0.6
Operating Margin	15	0.7	•	6.1	3.9	2.0	3.0	1.7	0.3	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	4.7	•	13.0	10.0	10.0	8.0	5.2	4.2	0.2	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	65	•	4	21	36	90	209	1097	1660	4189	•	22208	134854
Inventories	18	33	•	5	24	44	81	172	902	1121	1644	•	4086	29979
Net Property, Plant and Equipment	19	337	•	13	67	153	302	762	4147	9341	16608	•	108691	899626
Total Assets	20	561	•	39	162	359	679	1517	6992	14447	34087	•	161190	1316498

Notes and Loans Payable **21**	279	•	18	76	133	279	789	3737	9234	13502	•	94561	670348
All Other Liabilities **22**	114	•	8	29	46	103	193	1067	2112	8140	•	25684	304378
Net Worth **23**	169	•	12	57	180	296	534	2188	3102	12444	•	40945	341772

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.8	•	1.7	2.3	2.8	2.0	1.4	0.9	0.7	1.0	•	0.9	0.5
Quick Ratio **25**	0.6	•	1.2	1.4	1.9	1.1	0.8	0.6	0.4	0.6	•	0.7	0.4
Net Sales to Working Capital **26**	•	•	38.8	13.9	9.0	9.7	16.3	•	•	•	•	•	•
Coverage Ratio **27**	3.0	•	•	6.3	4.4	5.2	3.8	3.3	2.1	5.8	•	2.0	1.7
Total Asset Turnover **28**	1.6	•	7.5	3.7	2.6	2.0	1.6	1.1	0.9	1.3	•	0.5	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	9.7	•	•	•	8.7	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	7.1	•
Total Liabilities to Net Worth **31**	2.3	•	2.1	1.9	1.0	1.3	1.8	2.2	3.7	1.7	•	2.9	2.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	70.0	•	67.9	64.9	50.0	56.3	64.8	68.7	78.5	63.5	•	74.6	74.0
Return on Assets **33**	11.8	•	•	20.0	12.6	15.0	14.2	13.2	10.1	14.9	•	7.1	7.4
Return on Equity **34**	22.7	•	•	•	18.0	25.2	26.9	26.8	20.3	28.3	•	12.6	7.8
Return Before Interest on Equity **35**	•	•	•	•	25.3	34.4	•	•	•	•	•	28.1	28.4
Profit Margin, Before Income Tax **36**	5.0	•	6.4	4.6	3.8	6.0	6.5	8.1	5.7	9.5	•	7.3	3.3
Profit Margin, After Income Tax **37**	4.4	•	6.3	4.3	3.5	5.4	5.9	7.4	4.7	8.0	•	6.6	2.2

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	48.9	47.1	49.4	44.7	45.9	44.4	47.0	42.7	42.3	43.2	
Operating Margin (%) **39**		•	•	•	•	•	•	•	•	•	0.7
Oper. Margin Before Officers Comp. (%) **40**		1.6	•	•	1.3	•	•	1.3	•	1.4	4.7
Average Net Receivables ($) **41**		54	78	101	97	119	67	58	63	68	65
Average Inventories ($) **42**		35	36	46	48	42	42	42	39	34	33
Average Net Worth ($) **43**		138	135	164	181	144	148	153	174	173	169
Current Ratio (×1) **44**		1.2	1.1	0.8	0.9	0.9	0.9	1.0	0.8	0.9	0.8
Quick Ratio (×1) **45**		0.8	0.8	0.6	0.6	0.7	0.5	0.6	0.5	0.5	0.6
Coverage Ratio (×1) **46**		2.3	2.5	2.2	2.7	2.1	1.7	2.2	2.1	2.4	3.0
Asset Turnover (×1) **47**		1.5	1.2	1.0	1.3	1.2	1.4	1.5	1.2	1.3	1.6
Operating Leverage **48**		2.4	1.9	1.3	0.4	2.0	1.0	0.5	2.3	0.4	•
Financial Leverage **49**		0.9	1.0	0.9	1.2	0.8	0.8	1.3	1.0	1.1	1.2
Total Leverage **50**		2.2	1.9	1.2	0.5	1.7	0.8	0.6	2.2	0.4	•

MISCELLANEOUS REPAIR SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	49588	2190	33845	7679	2656	1846	1277	41	43	•	4	8	•
Revenues ($ in Thousands)														
Net Sales	2	23801656	169570	5670721	3954223	2393963	3028707	5224170	520043	1182647	•	282541	1375071	•
Portfolio Income	3	102307	4086	13575	14632	6198	12656	19672	948	2674	•	4010	23857	•
Other Revenues	4	130965	114	2653	7576	16076	17803	26797	5536	9786	•	5437	39186	•
Total Revenues	5	24034928	173770	5686949	3976431	2416237	3059166	5270639	526527	1195107	•	291988	1438114	•
Average Total Revenues	6	485	79	168	518	910	1657	4127	12842	27793	•	72997	179764	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.0	43.4	43.8	54.6	57.1	61.4	67.2	66.1	60.2	•	61.0	63.6	•
Salaries and Wages	8	10.4	19.8	13.1	11.0	10.7	8.3	7.9	7.0	16.1	•	10.2	7.1	•
Taxes Paid	9	3.2	4.0	3.6	3.3	3.3	3.4	2.8	2.9	2.5	•	3.3	3.2	•
Interest Paid	10	1.1	0.6	0.5	0.8	1.2	1.1	0.9	1.5	0.8	•	1.9	4.6	•
Depreciation, Depletion, Amortization	11	2.4	2.8	2.0	2.2	2.0	2.2	1.8	2.3	3.5	•	5.2	7.8	•
Pensions and Other Benefits	12	1.5	0.7	1.1	1.6	1.3	1.5	1.7	2.3	1.9	•	1.0	1.9	•
Other	13	16.0	22.0	25.2	16.2	15.2	13.1	11.0	9.0	9.3	•	16.2	12.1	•
Officers Compensation	14	6.5	10.1	8.9	8.1	6.6	7.6	5.0	4.3	1.8	•	1.4	0.8	•
Operating Margin	15	1.9	•	1.9	2.3	2.6	1.6	1.7	4.7	4.1	•	•	•	•
Oper. Margin Before Officers Compensation	16	8.4	6.9	10.8	10.5	9.2	9.2	6.6	9.0	5.9	•	1.3	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	42	•	4	31	94	156	497	2084	2736	•	14113	33869	•
Inventories	18	32	•	5	22	81	142	342	1728	3310	•	10992	13191	•
Net Property, Plant and Equipment	19	60	•	10	47	88	208	412	2339	4918	•	13237	99068	•
Total Assets	20	195	•	29	151	364	709	1672	6893	13985	•	68021	248481	•

Notes and Loans Payable **21**	74	•	16	60	134	246	559	2687	2586	•	24928	101946	•
All Other Liabilities **22**	47	•	7	28	78	151	514	1223	3029	•	9266	61196	•
Net Worth **23**	75	•	6	63	153	311	600	2983	8370	•	33827	85339	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.1	•	1.8	2.6	2.4	2.2	1.9	1.8	2.3	•	3.1	1.7	•
Quick Ratio **25**	1.3	•	1.2	1.8	1.4	1.4	1.2	1.0	1.2	•	1.9	1.0	•
Net Sales to Working Capital **26**	8.8	•	23.8	9.3	6.7	6.8	8.0	6.9	6.4	•	2.8	6.3	•
Coverage Ratio **27**	3.7	•	5.5	4.6	3.9	3.3	3.7	4.9	7.7	•	2.6	1.8	•
Total Asset Turnover **28**	2.5	•	5.8	3.4	2.5	2.3	2.5	1.9	2.0	•	1.0	0.7	•
Inventory Turnover **29**	•	•	•	•	•	•	•	9.7	•	•	7.8	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.6	•	4.0	1.4	1.4	1.3	1.8	1.3	0.7	•	1.0	1.9	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.6	•	80.0	58.3	58.1	56.0	64.1	56.7	40.2	•	50.3	65.7	•
Return on Assets **33**	9.7	•	15.7	12.6	11.7	8.6	8.5	13.8	11.6	•	5.1	5.6	•
Return on Equity **34**	15.8	•	•	20.6	19.0	11.9	14.5	21.2	15.3	•	3.2	4.4	•
Return Before Interest on Equity **35**	25.2	•	•	30.2	27.8	19.6	23.7	31.8	19.4	•	10.3	16.4	•
Profit Margin, Before Income Tax **36**	2.9	•	2.2	2.9	3.5	2.6	2.5	6.0	5.1	•	3.1	3.6	•
Profit Margin, After Income Tax **37**	2.5	•	2.1	2.5	3.2	2.3	2.1	5.0	4.7	•	1.5	2.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	56.5	55.1	56.5	53.7	54.2	55.3	56.9	57.6	56.1	57.0
Operating Margin (%) **39**	•	0.5	1.2	1.3	1.1	0.7	0.8	0.9	1.6	1.9
Oper. Margin Before Officers Comp. (%) **40**	5.8	7.5	8.2	9.3	9.4	8.0	8.2	7.8	8.9	8.4
Average Net Receivables ($) **41**	34	33	30	31	40	40	41	40	45	42
Average Inventories ($) **42**	30	30	28	27	33	30	32	31	32	32
Average Net Worth ($) **43**	53	50	44	55	59	67	69	70	67	75
Current Ratio (x1) **44**	1.8	1.8	1.8	2.0	1.8	1.9	1.8	1.9	1.9	2.1
Quick Ratio (x1) **45**	1.1	1.1	1.0	1.2	1.1	1.2	1.1	1.1	1.2	1.3
Coverage Ratio (x1) **46**	2.1	2.5	3.3	3.1	3.1	2.8	2.8	2.9	3.4	3.7
Asset Turnover (x1) **47**	2.6	2.6	2.7	2.7	2.8	2.4	2.5	2.4	2.3	2.5
Total Liabilities/Net Worth (x1) **48**	1.8	1.9	2.0	1.6	1.7	1.6	1.6	1.6	1.9	1.6
Return on Assets (x1) **49**	6.9	9.2	9.5	9.9	10.2	9.6	8.6	8.2	8.7	9.7
Return on Equity (%) **50**	5.2	10.9	16.6	14.3	15.5	13.4	11.0	11.1	15.4	15.8

MISCELLANEOUS REPAIR SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	30261	•	19317	5354	1968	1308	1145	31	36	•	•	5	•
Revenues ($ in Thousands)														
Net Sales	2	18822714	•	3688935	3104870	1800810	2489926	4811206	423515	1168346	•	•	1018281	•
Portfolio Income	3	84402	•	13288	13438	5262	7201	19282	322	1758	•	•	17309	•
Other Revenues	4	96065	•	2559	6403	9029	10967	26182	1047	2348	•	•	32936	•
Total Revenues	5	19003181	•	3704782	3124711	1815101	2508094	4856670	424884	1172452	•	•	1068526	•
Average Total Revenues	6	628	•	192	584	922	1918	4242	13706	32568	•	•	213705	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	57.1	•	40.8	55.4	54.8	61.1	68.0	65.8	60.1	•	•	57.8	•
Salaries and Wages	8	10.1	•	14.3	9.6	11.0	8.5	6.9	5.4	16.1	•	•	7.8	•
Taxes Paid	9	3.1	•	3.6	3.2	3.5	3.2	2.7	2.8	2.4	•	•	3.2	•
Interest Paid	10	1.0	•	0.4	0.6	1.4	1.1	0.8	1.2	0.7	•	•	4.8	•
Depreciation, Depletion, Amortization	11	2.4	•	1.9	2.2	2.1	2.2	1.7	2.4	2.7	•	•	9.1	•
Pensions and Other Benefits	12	1.5	•	1.3	1.7	1.4	1.2	1.6	2.2	1.8	•	•	1.9	•
Other	13	14.6	•	24.3	14.7	13.9	12.9	10.7	5.5	8.5	•	•	13.9	•
Officers Compensation	14	6.0	•	8.2	7.7	7.4	5.9	5.0	4.8	1.7	•	•	0.7	•
Operating Margin	15	4.2	•	5.2	5.0	4.6	4.0	2.7	9.9	6.0	•	•	0.8	•
Oper. Margin Before Officers Compensation	16	10.1	•	13.4	12.7	12.0	9.9	7.7	14.7	7.6	•	•	1.5	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	58	•	5	32	114	174	512	1975	3207	•	•	41524	•
Inventories	18	41	•	4	23	71	150	356	1743	3913	•	•	13852	•
Net Property, Plant and Equipment	19	75	•	10	46	90	198	383	2868	3863	•	•	136316	•
Total Assets	20	251	•	33	157	368	699	1674	7178	13847	•	•	331971	•

Notes and Loans Payable **21**	84	•	10	49	131	242	491	2456	2756	•	•	141280	•
All Other Liabilities **22**	58	•	5	25	82	172	487	1080	3323	•	•	78379	•
Net Worth **23**	110	•	17	83	155	284	696	3642	7768	•	•	112312	•
Selected Financial Ratios (Times to 1)													
Current Ratio **24**	2.2	•	2.7	3.4	2.6	2.0	1.9	2.1	2.2	•	•	1.5	•
Quick Ratio **25**	1.4	•	2.1	2.5	1.6	1.3	1.2	1.2	1.1	•	•	0.9	•
Net Sales to Working Capital **26**	8.4	•	16.7	8.5	6.2	8.5	7.8	6.3	6.8	•	•	7.3	•
Coverage Ratio **27**	6.1	•	14.7	10.0	5.0	5.5	5.3	9.4	10.4	•	•	2.2	•
Total Asset Turnover **28**	2.5	•	5.8	3.7	2.5	2.7	2.5	1.9	2.4	•	•	0.6	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	10.0	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	9.8	•
Total Liabilities to Net Worth **31**	1.3	•	0.9	0.9	1.4	1.5	1.4	1.0	0.8	•	•	2.0	•
Selected Financial Factors (in Percentages)													
Debt Ratio **32**	56.4	•	48.3	47.3	57.9	59.4	58.4	49.3	43.9	•	•	66.2	•
Return on Assets **33**	15.2	•	35.0	23.0	16.8	15.6	11.1	21.8	16.3	•	•	6.5	•
Return on Equity **34**	26.3	•	•	36.0	29.7	28.7	18.9	33.9	24.3	•	•	6.9	•
Return Before Interest on Equity **35**	34.9	•	•	•	•	•	26.6	•	29.1	•	•	19.1	•
Profit Margin, Before Income Tax **36**	5.1	•	5.6	5.6	5.4	4.7	3.6	10.2	6.3	•	•	5.7	•
Profit Margin, After Income Tax **37**	4.6	•	5.4	5.1	5.0	4.3	3.1	9.0	5.8	•	•	3.8	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	54.7	53.5	56.2	53.6	53.9	54.3	55.8	56.0	55.9	57.1	
Operating Margin (%) **39**		3.1	4.7	4.4	4.2	4.1	3.6	3.9	3.7	4.5	4.2
Oper. Margin Before Officers Comp. (%) **40**		10.5	11.7	11.1	12.1	12.1	10.6	11.4	10.7	11.1	10.1
Average Net Receivables ($) **41**		44	43	38	42	49	45	52	46	59	58
Average Inventories ($) **42**		37	38	31	33	39	29	37	33	39	41
Average Net Worth ($) **43**		87	77	74	80	83	79	105	96	98	110
Current Ratio (x1) **44**		2.2	2.1	2.2	2.2	2.1	2.0	2.0	2.1	2.0	2.2
Quick Ratio (x1) **45**		1.3	1.2	1.3	1.4	1.3	1.4	1.3	1.3	1.3	1.4
Coverage Ratio (x1) **46**		5.9	6.6	7.5	6.6	6.2	6.5	6.0	6.1	6.4	6.1
Asset Turnover (x1) **47**		2.6	2.7	2.7	2.8	2.8	2.8	2.5	2.6	2.3	2.5
Operating Leverage **48**		1.0	1.5	0.9	1.0	1.0	0.9	1.1	1.0	1.2	0.9
Financial Leverage **49**		1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.0	1.1	1.0
Total Leverage **50**		1.0	1.6	1.0	1.0	1.0	0.9	1.1	1.0	1.3	0.9

MOTION PICTURE PRODUCTION, DISTRIBUTION, AND SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	18966	1913	11504	2812	1148	660	663	110	94	22	18	9	13
Revenues ($ in Thousands)														
Net Sales	2	31204029	2451840	2175032	998358	2204995	970085	2176731	683437	1504248	772112	867206	1018821	15381164
Portfolio Income	3	2757964	52418	4416	13021	3378	2136	40556	3647	6204	18132	17206	21403	2575446
Other Revenues	4	1723414	119456	42894	13240	10085	7695	151980	38359	36856	27256	25139	47728	1202729
Total Revenues	5	35685407	2623714	2222342	1024619	2218458	979916	2369267	725443	1547308	817500	909551	1087952	19159339
Average Total Revenues	6	1882	1372	193	364	1932	1485	3574	6595	16461	37159	50531	120884	1473795
Operating Costs/Operating Income (%)														
Cost of Operations	7	51.5	73.2	19.3	18.0	66.4	45.5	38.6	23.7	51.6	46.1	35.7	41.3	57.9
Salaries and Wages	8	7.8	12.6	5.2	19.6	6.3	10.2	11.3	5.7	6.0	8.0	6.3	8.8	6.5
Taxes Paid	9	1.6	1.8	3.1	3.3	1.3	2.6	2.4	1.3	1.9	1.9	1.0	1.3	1.1
Interest Paid	10	11.0	5.5	0.6	2.0	0.3	1.0	3.3	2.0	1.6	2.8	3.9	3.2	19.9
Depreciation, Depletion, Amortization	11	13.3	5.5	4.7	8.3	2.7	3.0	13.6	49.2	21.7	14.6	26.7	31.2	13.7
Pensions and Other Benefits	12	1.2	2.3	2.4	1.8	0.6	1.8	1.2	1.1	0.5	1.0	0.3	1.1	0.9
Other	13	22.1	19.1	31.1	26.8	13.7	17.8	24.6	12.7	14.6	28.6	16.4	17.9	23.5
Officers Compensation	14	6.8	5.0	36.2	20.7	7.7	16.2	15.6	11.7	4.3	2.1	6.6	1.9	0.7
Operating Margin	15	•	•	•	•	1.2	1.9	•	•	•	•	3.3	•	•
Oper. Margin Before Officers Compensation	16	•	•	33.7	20.3	8.9	18.1	5.1	4.4	2.2	•	9.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	604	•	1	16	48	97	328	1245	3837	7025	12931	25393	765699
Inventories	18	281	•	0	9	18	42	55	965	1216	2325	1401	12010	369763
Net Property, Plant and Equipment	19	180	•	6	57	111	206	483	1204	1228	5722	9206	27996	138715
Total Assets	20	4193	•	22	147	359	718	2234	6682	16422	34905	67460	142249	5458222

Notes and Loans Payable **21**	1816	•	26	115	154	473	1057	2308	5934	20176	43244	42633	2324169
All Other Liabilities **22**	855	•	6	59	129	159	842	2346	7653	10582	26061	36484	1012331
Net Worth **23**	1523	•	-10	-27	76	86	335	2028	2835	4147	-1845	63133	2121722

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	1.5	0.8	1.5	1.1	0.9	2.0	1.2	2.7	0.8	1.8	1.8
Quick Ratio **25**	1.0	•	1.2	0.7	1.3	0.7	0.6	1.0	0.7	1.5	0.5	1.0	1.1
Net Sales to Working Capital **26**	3.4	•	•	•	29.6	•	•	3.3	9.5	2.9	•	3.5	1.8
Coverage Ratio **27**	1.0	•	0.4	2.1	6.4	3.9	0.5	0.4	1.5	1.3	3.1	1.2	1.1
Total Asset Turnover **28**	0.4	•	8.7	2.4	5.4	2.1	1.5	0.9	1.0	1.0	0.7	0.8	0.2
Inventory Turnover **29**	6.0	•	•	•	•	•	•	3.1	•	•	•	7.8	3.7
Receivables Turnover **30**	5.5	•	•	•	•	•	•	10.0	8.4	10.0	7.5	8.9	3.1
Total Liabilities to Net Worth **31**	1.8	•	•	•	3.8	7.3	5.7	2.3	4.8	7.4	•	1.3	1.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	63.7	•	•	•	78.9	88.0	85.0	69.7	82.7	88.1	•	55.6	61.1
Return on Assets **33**	4.1	•	2.1	10.1	11.4	8.1	2.2	0.8	2.3	3.6	8.5	3.0	4.5
Return on Equity **34**	•	•	9.5	•	•	•	•	•	2.3	•	•	•	•
Return Before Interest on Equity **35**	11.3	•	•	•	•	•	14.9	2.5	13.4	30.2	•	6.7	11.6
Profit Margin, Before Income Tax **36**	•	•	•	2.2	1.8	3.0	•	•	0.8	0.8	8.1	0.6	0.9
Profit Margin, After Income Tax **37**	•	•	•	2.1	1.7	2.9	•	•	0.4	•	3.0	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	55.0	47.5	54.9	52.8	52.6	45.9	54.0	48.0	54.4	51.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	4.0	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	462	936	808	1428	531	410	658	536	721	604
Average Inventories ($) **42**	238	258	304	374	350	287	247	246	376	281
Average Net Worth ($) **43**	339	499	722	1177	1028	961	1476	1122	2052	1523
Current Ratio (x1) **44**	2.1	2.7	2.2	1.2	1.3	1.6	1.6	1.6	1.5	1.6
Quick Ratio (x1) **45**	1.3	1.9	1.5	0.8	0.6	0.9	1.0	1.0	0.9	1.0
Coverage Ratio (x1) **46**	1.3	1.6	1.0	1.2	1.8	0.8	0.3	0.6	1.2	1.0
Asset Turnover (x1) **47**	0.8	0.6	0.6	0.3	0.6	0.5	0.4	0.5	0.4	0.4
Total Liabilities/Net Worth (x1) **48**	3.4	3.7	2.6	3.6	2.2	1.9	1.5	1.6	1.7	1.8
Return on Assets (x1) **49**	4.0	3.0	7.6	5.8	10.8	2.7	1.0	1.7	3.2	4.1
Return on Equity (%) **50**	0.3	2.3	•	2.1	8.3	•	•	•	0.6	•

MOTION PICTURE PRODUCTION, DISTRIBUTION, AND SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9967	417	6359	1506	787	382	394	48	40	•	7	•	•
Revenues ($ in Thousands)														
Net Sales	2	17913036	364900	1156096	625150	1981483	764294	1515253	529354	720230	•	520572	•	•
Portfolio Income	3	673328	•	1351	12747	2213	1968	34403	31	4640	•	14402	•	•
Other Revenues	4	1129511	6438	25442	12135	8513	7808	141124	9184	19209	•	2745	•	•
Total Revenues	5	19715875	371338	1182889	650032	1992209	774070	1690780	538569	744079	•	537719	•	•
Average Total Revenues	6	1978	890	186	432	2531	2026	4291	11220	18602	•	76817	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	49.5	86.8	17.2	20.6	72.0	42.2	45.7	21.7	38.1	•	40.0	•	•
Salaries and Wages	8	7.4	1.8	8.9	18.8	4.4	10.2	12.6	5.3	10.0	•	4.8	•	•
Taxes Paid	9	1.6	0.4	4.0	3.5	1.1	2.3	2.4	1.2	1.9	•	0.8	•	•
Interest Paid	10	3.2	0.4	0.5	1.5	0.3	0.7	3.0	1.3	1.4	•	1.5	•	•
Depreciation, Depletion, Amortization	11	13.2	1.4	1.8	7.4	2.0	2.7	5.0	53.8	20.7	•	11.4	•	•
Pensions and Other Benefits	12	1.0	0.1	2.6	2.1	0.4	2.1	1.5	1.1	0.9	•	0.1	•	•
Other	13	20.7	7.5	28.6	24.6	12.2	15.4	22.6	8.4	12.6	•	11.6	•	•
Officers Compensation	14	6.1	0.5	30.6	17.6	5.4	18.9	12.0	5.6	7.1	•	4.9	•	•
Operating Margin	15	•	1.2	5.9	4.1	2.3	5.5	•	1.6	7.3	•	24.9	•	•
Oper. Margin Before Officers Compensation	16	3.5	1.8	36.4	21.6	7.7	24.4	7.2	7.2	14.4	•	29.8	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	918	•	0	30	59	106	370	1410	3167	•	21701	•	•
Inventories	18	223	•	0	2	26	3	65	1367	1965	•	773	•	•
Net Property, Plant and Equipment	19	211	•	5	63	135	165	529	2122	1758	•	13572	•	•
Total Assets	20	3382	•	23	150	368	681	2284	6904	15307	•	67871	•	•

Notes and Loans Payable **21**	645	•	18	85	145	273	477	2473	4794	•	15439	•	•
All Other Liabilities **22**	1113	•	6	38	165	199	790	1763	4206	•	36015	•	•
Net Worth **23**	1624	•	-0	27	58	210	1016	2667	6307	•	16417	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	1.3	1.3	1.4	1.6	1.8	1.4	•	1.2	•	•
Quick Ratio **25**	1.1	•	1.1	1.2	1.1	1.0	1.2	0.9	1.0	•	0.7	•	•
Net Sales to Working Capital **26**	3.2	•	•	28.2	49.2	15.6	8.7	6.1	7.4	•	8.7	•	•
Coverage Ratio **27**	3.4	9.6	•	6.3	10.1	10.8	3.3	3.7	8.6	•	•	•	•
Total Asset Turnover **28**	0.5	•	7.8	2.8	6.8	2.9	1.7	1.6	1.2	•	1.1	•	•
Inventory Turnover **29**	8.0	•	•	•	•	•	•	3.5	7.0	•	•	•	•
Receivables Turnover **30**	3.9	•	•	•	•	•	•	•	•	•	6.9	•	•
Total Liabilities to Net Worth **31**	1.1	•	•	4.5	5.4	2.3	1.3	1.6	1.4	•	3.1	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.0	•	•	81.7	84.3	69.2	55.5	61.4	58.8	•	75.8	•	•
Return on Assets **33**	5.8	•	•	26.7	21.7	22.0	16.4	7.4	14.1	•	32.4	•	•
Return on Equity **34**	6.5	•	•	•	•	•	23.2	12.5	27.8	•	•	•	•
Return Before Interest on Equity **35**	12.0	•	•	•	•	•	•	19.0	34.2	•	•	•	•
Profit Margin, Before Income Tax **36**	7.6	3.0	8.2	8.1	2.9	6.8	6.7	3.4	10.6	•	28.1	•	•
Profit Margin, After Income Tax **37**	5.8	2.9	7.9	7.9	2.8	6.8	6.1	3.0	9.8	•	19.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	51.9	48.1	48.3	57.4	53.2	50.7	57.5	49.9	55.0	49.5	
Operating Margin (%) **39**		•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**		•	7.3	•	•	•	1.2	•	7.8	1.4	3.5
Average Net Receivables ($) **41**		809	1785	429	2003	798	315	383	258	1332	918
Average Inventories ($) **42**		319	464	315	408	483	257	197	155	398	223
Average Net Worth ($) **43**		553	959	848	1678	1928	1758	2576	873	2873	1624
Current Ratio (×1) **44**		2.2	3.0	1.8	1.1	1.3	1.8	1.5	1.4	1.4	1.5
Quick Ratio (×1) **45**		1.5	2.2	0.9	0.8	0.6	1.1	1.0	0.9	0.9	1.1
Coverage Ratio (×1) **46**		2.7	2.7	1.4	1.6	2.5	2.0	1.7	3.1	3.2	3.4
Asset Turnover (×1) **47**		0.8	0.6	0.8	0.3	0.6	0.4	0.4	0.7	0.5	0.5
Operating Leverage **48**		1.4	0.9	2.9	1.2	0.8	0.6	0.8	0.2	1.9	0.8
Financial Leverage **49**		0.8	1.0	0.5	1.3	1.6	1.0	0.8	1.7	1.1	0.9
Total Leverage **50**		1.2	0.9	1.3	1.4	1.2	0.6	0.6	0.4	2.0	0.7

MOTION PICTURE THEATERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2042	137	717	691	283	39	134	•	17	10	•	4	8
Revenues ($ in Thousands)														
Net Sales	2	5537348	71696	135323	150416	85974	32330	169399	•	291710	408809	•	487422	3704268
Portfolio Income	3	129667	4169	1893	•	•	32	919	•	673	7284	•	2927	111770
Other Revenues	4	141082	2032	3757	1070	48	3752	254	•	11437	5144	•	6711	106877
Total Revenues	5	5808097	77897	140973	151486	86022	36114	170572	•	303820	421237	•	497060	3922915
Average Total Revenues	6	2844	569	197	219	304	926	1273	•	17872	42124	•	124265	490364
Operating Costs/Operating Income (%)														
Cost of Operations	7	35.0	36.9	29.8	3.1	25.0	41.4	28.3	•	38.8	39.3	•	45.3	34.8
Salaries and Wages	8	11.1	9.7	7.0	24.4	18.1	21.4	13.1	•	6.8	6.4	•	10.1	11.4
Taxes Paid	9	3.7	2.4	8.4	4.7	4.8	4.7	5.9	•	4.0	4.2	•	3.9	3.2
Interest Paid	10	5.2	2.9	0.7	2.3	4.2	5.5	3.8	•	2.8	3.2	•	5.8	5.9
Depreciation, Depletion, Amortization	11	6.4	8.0	1.3	4.8	8.5	5.9	6.1	•	5.4	5.4	•	6.8	6.7
Pensions and Other Benefits	12	0.7	0.3	0.4	0.6	0.4	•	0.3	•	0.6	0.3	•	0.2	0.8
Other	13	38.4	61.7	35.6	62.5	53.3	20.5	35.7	•	33.9	36.5	•	23.5	39.5
Officers Compensation	14	1.1	•	10.1	1.1	4.0	•	1.8	•	1.6	2.2	•	0.2	0.6
Operating Margin	15	•	•	6.7	•	•	0.5	5.1	•	6.3	2.5	•	4.3	•
Oper. Margin Before Officers Compensation	16	•	•	16.8	•	•	0.5	6.9	•	7.9	4.7	•	4.4	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	91	•	•	•	0	•	3	•	415	1032	•	2439	19820
Inventories	18	11	•	1	•	3	3	2	•	86	142	•	526	2129
Net Property, Plant and Equipment	19	1724	•	38	141	288	427	1204	•	11142	25824	•	93810	289295
Total Assets	20	3061	•	55	191	353	534	1744	•	17956	31880	•	161936	556649

Notes and Loans Payable **21**	1423	•	23	36	248	527	1105	•	5281	15934	•	111768	241030
All Other Liabilities **22**	687	•	4	42	34	5	267	•	5093	5990	•	37730	128331
Net Worth **23**	952	•	27	113	72	2	372	•	7581	9956	•	12437	187288

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	4.4	0.8	0.8	0.3	1.6	•	0.9	0.6	•	2.2	0.8
Quick Ratio **25**	0.5	•	4.3	0.5	0.2	0.1	1.5	•	0.7	0.5	•	0.6	0.4
Net Sales to Working Capital **26**	•	•	12.6	•	•	•	20.8	•	•	•	•	3.6	•
Coverage Ratio **27**	1.7	•	•	•	•	3.2	2.5	•	4.7	2.8	•	2.1	1.5
Total Asset Turnover **28**	0.9	•	3.5	1.1	0.9	1.6	0.7	•	1.0	1.3	•	0.8	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.2	•	1.0	0.7	3.9	•	3.7	•	1.4	2.2	•	12.0	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	68.9	•	50.9	41.0	79.7	99.7	78.7	•	57.8	68.8	•	92.3	66.4
Return on Assets **33**	7.7	•	39.4	•	•	27.5	6.9	•	12.5	11.1	•	9.1	7.4
Return on Equity **34**	6.4	•	•	•	•	•	17.6	•	20.0	15.7	•	39.1	4.4
Return Before Interest on Equity **35**	24.7	•	•	•	•	•	32.5	•	29.5	•	•	•	22.0
Profit Margin, Before Income Tax **36**	3.5	•	10.7	•	•	12.2	5.8	•	10.3	5.5	•	6.3	3.0
Profit Margin, After Income Tax **37**	2.3	•	10.7	•	•	12.2	5.2	•	8.9	3.8	•	4.0	1.8

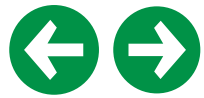
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	33.5	31.8	30.3	25.3	26.8	23.0	24.8	31.4	29.0	35.0
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	62	36	44	125	302	215	55	165	366	91
Average Inventories ($) **42**	10	8	7	9	155	15	13	11	9	11
Average Net Worth ($) **43**	380	518	691	814	1689	1307	1813	886	806	952
Current Ratio (x1) **44**	0.7	0.6	0.6	1.0	1.0	0.8	0.4	0.7	0.7	0.9
Quick Ratio (x1) **45**	0.5	0.4	0.4	0.6	0.6	0.6	0.2	0.5	0.6	0.5
Coverage Ratio (x1) **46**	1.3	1.6	1.0	1.1	0.7	0.8	0.9	1.2	1.7	1.7
Asset Turnover (x1) **47**	1.0	0.7	0.8	0.6	0.5	0.5	0.5	0.7	0.6	0.9
Total Liabilities/Net Worth (x1) **48**	2.2	1.8	1.9	2.1	2.2	2.2	1.6	2.4	2.3	2.2
Return on Assets (x1) **49**	5.6	7.5	5.6	5.6	4.1	4.8	5.0	6.2	7.2	7.7
Return on Equity (%) **50**	0.6	4.4	•	•	•	•	•	1.7	6.8	6.4

MOTION PICTURE THEATERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	1022	•	584	320	•	39	43	•	17	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	4510223	•	135323	92428	•	32330	99283	•	291710	•	•	•	•
Portfolio Income	3	124015	•	1675	•	•	32	330	•	673	•	•	•	•
Other Revenues	4	131286	•	628	834	•	3752	182	•	11437	•	•	•	•
Total Revenues	5	4765524	•	137626	93262	•	36114	99795	•	303820	•	•	•	•
Average Total Revenues	6	4663	•	236	291	•	926	2321	•	17872	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	39.0	•	29.8	5.1	•	41.4	27.0	•	38.8	•	•	•	•
Salaries and Wages	8	10.7	•	6.8	19.4	•	21.4	13.0	•	6.8	•	•	•	•
Taxes Paid	9	3.6	•	7.8	4.8	•	4.7	5.5	•	4.0	•	•	•	•
Interest Paid	10	5.1	•	0.7	•	•	5.5	2.7	•	2.8	•	•	•	•
Depreciation, Depletion, Amortization	11	5.6	•	1.2	3.8	•	5.9	3.6	•	5.4	•	•	•	•
Pensions and Other Benefits	12	0.7	•	0.4	•	•	•	0.4	•	0.6	•	•	•	•
Other	13	34.1	•	33.4	62.3	•	20.5	31.8	•	33.9	•	•	•	•
Officers Compensation	14	1.0	•	10.0	•	•	•	•	•	1.6	•	•	•	•
Operating Margin	15	0.4	•	9.9	4.6	•	0.5	16.0	•	6.3	•	•	•	•
Oper. Margin Before Officers Compensation	16	1.3	•	19.9	4.6	•	0.5	16.0	•	7.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	162	•	•	•	•	•	2	•	415	•	•	•	•
Inventories	18	16	•	1	•	•	3	•	•	86	•	•	•	•
Net Property, Plant and Equipment	19	2790	•	34	67	•	427	1618	•	11142	•	•	•	•
Total Assets	20	4953	•	45	147	•	534	2038	•	17956	•	•	•	•



Notes and Loans Payable **21**	2098	•	29	•	•	527	1061	•	5281	•	•	•	•
All Other Liabilities **22**	1134	•	4	5	•	5	150	•	5093	•	•	•	•
Net Worth **23**	1721	•	12	143	•	2	827	•	7581	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	0.9	•	3.7	13.4	•	0.3	2.3	•	0.9	•	•	•	•
Quick Ratio **25**	0.5	•	3.4	6.7	•	0.1	2.2	•	0.7	•	•	•	•
Net Sales to Working Capital **26**	•	•	24.2	5.1	•	•	12.4	•	•	•	•	•	•
Coverage Ratio **27**	2.2	•	•	•	•	3.2	7.1	•	4.7	•	•	•	•
Total Asset Turnover **28**	0.9	•	5.2	2.0	•	1.6	1.1	•	1.0	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	2.6	0.0	•	•	1.5	•	1.4	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.3	•	72.4	3.1	•	99.7	59.4	•	57.8	•	•	•	•
Return on Assets **33**	9.9	•	•	10.7	•	27.5	21.8	•	12.5	•	•	•	•
Return on Equity **34**	11.5	•	•	11.1	•	•	•	•	20.0	•	•	•	•
Return Before Interest on Equity **35**	28.6	•	•	11.1	•	•	•	•	29.5	•	•	•	•
Profit Margin, Before Income Tax **36**	6.0	•	11.6	5.5	•	12.2	16.5	•	10.3	•	•	•	•
Profit Margin, After Income Tax **37**	4.5	•	11.6	5.5	•	12.2	15.5	•	8.9	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	30.0	39.8	31.4	29.1	42.3	30.4	17.3	38.4	31.3	39.0	
Operating Margin (%) **39**		•	•	•	•	•	•	•	•	•	0.4
Oper. Margin Before Officers Comp. (%) **40**		•	•	1.4	•	•	•	•	•	0.2	1.3
Average Net Receivables ($) **41**		81	33	27	141	440	276	76	96	970	162
Average Inventories ($) **42**		11	9	6	12	7	5	20	25	16	16
Average Net Worth ($) **43**		585	497	1071	2065	1927	1553	3789	2747	1995	1721
Current Ratio (x1) **44**		0.8	0.7	0.9	1.1	2.2	3.0	0.4	0.6	0.7	0.9
Quick Ratio (x1) **45**		0.6	0.6	0.5	0.5	1.8	2.5	0.2	0.4	0.6	0.5
Coverage Ratio (x1) **46**		3.0	4.8	2.6	2.4	4.2	3.1	1.4	1.8	2.1	2.2
Asset Turnover (x1) **47**		1.1	0.9	0.6	0.6	0.6	0.4	0.4	0.7	0.5	0.9
Operating Leverage **48**		0.9	3.3	0.1	15.5	0.6	2.4	0.7	0.4	0.2	•
Financial Leverage **49**		1.1	1.3	0.8	0.9	1.4	0.9	0.5	1.5	1.2	1.0
Total Leverage **50**		1.0	4.1	0.0	14.5	0.8	2.2	0.3	0.6	0.2	•

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	89538	5629	58112	10677	6895	3344	3988	439	233	97	65	40	19
Revenues ($ in Thousands)														
Net Sales	2	62225287	2030780	6556268	3939171	3466756	2894630	9006604	2652292	2475196	3697418	3123610	4151140	18231422
Portfolio Income	3	1913174	115671	52374	11862	59032	19196	185265	15942	58089	66720	50466	157018	1121538
Other Revenues	4	5655452	99872	134231	91318	259062	148277	571602	315837	240350	407687	276528	253139	2857551
Total Revenues	5	69793913	2246323	6742873	4042351	3784850	3062103	9763471	2984071	2773635	4171825	3450604	4561297	22210511
Average Total Revenues	6	779	399	116	379	549	916	2448	6797	11904	43009	53086	114032	1168974
Operating Costs/Operating Income (%)														
Cost of Operations	7	26.6	21.5	19.6	25.1	31.4	23.9	26.8	54.6	39.5	34.1	16.3	25.5	24.0
Salaries and Wages	8	19.4	17.3	14.6	16.9	16.7	20.4	18.8	15.0	18.8	26.5	30.1	23.3	19.2
Taxes Paid	9	4.9	4.4	3.9	4.4	5.6	5.2	5.2	5.6	5.4	5.4	7.0	7.2	3.8
Interest Paid	10	4.4	4.1	0.9	1.5	2.0	2.6	3.4	4.3	4.5	3.4	3.9	5.3	7.6
Depreciation, Depletion, Amortization	11	9.7	18.4	3.5	6.9	7.3	8.0	7.9	7.5	7.8	5.9	7.5	7.3	15.6
Pensions and Other Benefits	12	1.4	1.0	1.2	0.7	0.8	1.1	1.0	0.9	1.7	1.9	2.2	2.6	1.5
Other	13	38.4	35.8	46.3	37.7	36.9	36.5	35.3	24.1	31.6	31.3	34.2	30.5	44.9
Officers Compensation	14	4.8	1.4	13.6	7.5	7.7	5.8	8.5	4.5	2.8	2.6	5.0	1.1	0.7
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	10.1	6.8	•	2.3	1.7	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	60	•	1	4	22	42	139	457	513	3577	5780	7145	164500
Inventories	18	26	•	2	8	14	29	91	209	386	1363	871	2549	57298
Net Property, Plant and Equipment	19	379	•	13	83	204	392	1388	4339	8693	15814	31463	70640	719936
Total Assets	20	842	•	28	157	358	681	2186	6618	14933	36189	68831	141350	2030553

Notes and Loans Payable **21**	380	•	40	126	247	348	1257	4319	7123	16808	30101	66216	669890
All Other Liabilities **22**	182	•	9	41	45	119	414	2026	3337	10471	17976	25180	427680
Net Worth **23**	279	•	-21	-10	66	215	515	272	4473	8910	20754	49953	932983

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	1.1	1.1	1.8	1.1	0.9	0.7	0.9	1.1	1.2	1.4	1.1
Quick Ratio **25**	0.6	•	0.7	0.8	1.2	0.8	0.6	0.4	0.5	0.7	0.8	0.8	0.5
Net Sales to Working Capital **26**	41.7	•	•	•	11.8	44.9	•	•	•	•	16.8	10.0	19.4
Coverage Ratio **27**	1.6	2.7	0.2	2.4	1.4	1.9	1.5	0.1	1.1	1.6	2.1	2.4	1.6
Total Asset Turnover **28**	0.8	•	4.1	2.4	1.4	1.3	1.0	0.9	0.7	1.1	0.7	0.7	0.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	8.0
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	•	•	4.4	2.2	3.3	23.3	2.3	3.1	2.3	1.8	1.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.8	•	•	•	81.6	68.5	76.4	95.9	70.1	75.4	69.9	64.7	54.1
Return on Assets **33**	5.9	•	0.9	8.1	4.0	6.2	5.1	0.2	3.3	5.6	5.6	9.2	5.9
Return on Equity **34**	3.9	•	5.0	•	3.4	8.0	4.9	•	•	5.3	6.0	9.7	3.0
Return Before Interest on Equity **35**	17.7	•	•	•	21.8	19.5	21.7	4.1	11.0	22.7	18.6	25.9	12.8
Profit Margin, Before Income Tax **36**	2.7	6.8	•	2.0	0.9	2.2	1.6	•	0.2	1.9	4.1	7.2	4.9
Profit Margin, After Income Tax **37**	1.6	3.9	•	1.9	0.5	2.0	1.1	•	•	1.3	2.6	4.7	3.0

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	34.9	35.1	33.1	31.0	29.6	29.8	34.4	33.4	34.4	26.6
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	34	33	45	51	70	60	52	51	59	60
Average Inventories ($) **42**	22	23	20	16	19	21	19	21	32	26
Average Net Worth ($) **43**	93	99	156	153	171	175	179	225	312	279
Current Ratio (x1) **44**	1.1	1.0	1.1	1.0	1.0	1.0	1.0	1.1	1.0	1.1
Quick Ratio (x1) **45**	0.7	0.6	0.6	0.6	0.7	0.6	0.6	0.6	0.6	0.6
Coverage Ratio (x1) **46**	0.6	1.2	1.1	1.3	1.4	1.3	1.1	1.7	1.8	1.6
Asset Turnover (x1) **47**	1.0	1.0	0.8	0.8	0.8	0.8	0.9	0.9	0.9	0.8
Total Liabilities/Net Worth (x1) **48**	4.2	3.6	2.9	3.1	3.3	3.4	3.2	2.3	1.9	2.0
Return on Assets (x1) **49**	2.8	5.1	4.9	5.6	6.5	5.7	4.7	6.0	5.6	5.9
Return on Equity (%) **50**	•	•	•	1.1	3.8	1.4	•	5.0	4.8	3.9

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	40762	1948	23758	6765	3739	1953	2162	196	113	56	30	29	12
Revenues ($ in Thousands)														
Net Sales	2	46619275	1866451	3463747	2837510	2177780	2274866	6659804	1923225	1247497	2441812	2101856	3448981	16175747
Portfolio Income	3	1433687	105879	48725	2484	50276	14696	83918	13145	52631	49840	31567	93444	887080
Other Revenues	4	4290819	86454	136699	68276	206753	132142	437369	158997	184766	214811	157204	158300	2349051
Total Revenues	5	52343781	2058784	3649171	2908270	2434809	2421704	7181091	2095367	1484894	2706463	2290627	3700725	19411878
Average Total Revenues	6	1284	1057	154	430	651	1240	3322	10691	13141	48330	76354	127611	1617656
Operating Costs/Operating Income (%)														
Cost of Operations	7	26.8	21.6	16.3	23.8	24.9	21.6	28.9	58.7	27.9	36.4	19.2	26.0	26.0
Salaries and Wages	8	17.8	17.2	14.2	18.4	17.4	19.1	16.5	11.5	18.9	21.1	24.9	21.2	17.4
Taxes Paid	9	4.3	4.6	3.4	4.6	4.9	5.1	4.9	3.5	5.9	5.5	5.8	7.0	2.9
Interest Paid	10	3.6	4.2	0.5	0.6	1.8	2.3	2.2	2.3	3.7	2.5	2.3	3.8	6.1
Depreciation, Depletion, Amortization	11	10.0	19.3	2.8	6.5	6.2	6.9	6.8	5.6	7.4	5.1	5.7	6.2	16.2
Pensions and Other Benefits	12	1.3	1.0	1.1	0.9	0.9	1.3	1.0	1.0	2.0	1.3	1.7	2.5	1.3
Other	13	34.7	29.1	42.1	31.9	34.2	36.3	28.1	16.0	32.1	27.7	27.4	26.8	43.0
Officers Compensation	14	4.7	1.4	13.9	8.7	8.5	6.0	10.2	3.9	3.8	2.3	6.8	1.0	0.6
Operating Margin	15	•	1.7	5.8	4.7	1.3	1.5	1.6	•	•	•	6.1	5.6	•
Oper. Margin Before Officers Compensation	16	1.7	3.0	19.7	13.3	9.7	7.5	11.8	1.4	2.2	0.5	12.8	6.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	80	•	2	5	24	34	174	505	763	2221	6706	7664	158605
Inventories	18	44	•	1	12	11	28	90	354	199	2024	1054	2823	88579
Net Property, Plant and Equipment	19	524	•	11	72	194	376	1259	3718	7543	16523	31706	65487	923908
Total Assets	20	1193	•	30	158	356	687	2214	6532	15013	35410	69348	139562	2359992

Notes and Loans Payable **21**	435	•	13	64	160	304	906	3118	5910	15441	22339	53463	789300
All Other Liabilities **22**	240	•	4	30	38	130	418	1891	3385	8982	20564	28866	455702
Net Worth **23**	519	•	13	63	158	253	890	1523	5718	10987	26446	57233	1114990

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	2.3	1.7	2.9	1.2	1.2	1.0	1.2	1.2	1.0	1.5	1.2
Quick Ratio **25**	0.7	•	1.7	1.3	2.0	0.9	0.8	0.6	0.6	0.7	0.7	0.9	0.5
Net Sales to Working Capital **26**	19.8	•	17.1	16.1	7.9	30.0	33.3	•	21.1	30.3	•	9.6	17.7
Coverage Ratio **27**	3.6	3.9	•	13.0	8.1	4.5	5.3	3.9	5.7	4.6	7.5	4.4	2.1
Total Asset Turnover **28**	1.0	•	4.8	2.7	1.6	1.7	1.4	1.5	0.7	1.2	1.0	0.9	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	7.9
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.3	1.5	1.3	1.7	1.5	3.3	1.6	2.2	1.6	1.4	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	56.5	•	55.8	60.2	55.6	63.1	59.8	76.7	61.9	69.0	61.9	59.0	52.8
Return on Assets **33**	12.3	•	•	20.6	24.4	17.3	16.1	13.1	15.5	14.2	17.3	14.2	7.3
Return on Equity **34**	17.0	•	•	•	•	35.0	30.2	35.5	30.2	32.1	33.4	20.3	5.5
Return Before Interest on Equity **35**	28.2	•	•	•	•	•	•	•	•	•	•	34.6	15.5
Profit Margin, Before Income Tax **36**	9.2	12.0	11.1	7.2	13.1	7.9	9.4	6.5	17.4	9.0	14.9	12.8	6.7
Profit Margin, After Income Tax **37**	7.7	8.8	10.6	7.0	12.4	7.6	8.7	5.5	15.6	8.1	12.6	9.8	4.6

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	32.6	28.4	32.8	27.3	29.2	28.5	25.7	34.6	35.6	26.8	
Operating Margin (%) **39**		•	•	•	1.0	2.1	•	•	0.6	•	•
Oper. Margin Before Officers Comp. (%) **40**		4.3	5.3	1.6	7.0	6.8	3.7	5.0	4.8	4.3	1.7
Average Net Receivables ($) **41**		56	49	81	55	65	56	58	57	66	80
Average Inventories ($) **42**		42	44	39	25	26	28	28	33	55	44
Average Net Worth ($) **43**		273	228	398	286	290	301	305	376	466	519
Current Ratio (×1) **44**		1.3	1.2	1.3	1.2	1.1	1.2	1.3	1.4	1.2	1.3
Quick Ratio (×1) **45**		0.8	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.6	0.7
Coverage Ratio (×1) **46**		3.6	4.2	3.2	4.8	5.1	3.9	4.0	4.8	4.4	3.6
Asset Turnover (×1) **47**		1.1	1.1	0.9	1.0	1.1	1.0	1.0	1.2	1.0	1.0
Operating Leverage **48**		0.3	0.6	4.5	•	2.2	•	0.2	•	•	12.8
Financial Leverage **49**		1.0	1.0	1.0	1.1	1.0	1.0	1.0	1.1	1.0	0.9
Total Leverage **50**		0.3	0.6	4.3	•	2.2	•	0.2	•	•	11.5

OFFICES OF PHYSICIANS, INCLUDING OSTEOPATHIC PHYSICIANS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	127468	7260	87528	24049	5178	2133	1191	61	46	16	6	•	•
Revenues ($ in Thousands)														
Net Sales	2	107136165	2187715	48401695	23516163	10376694	5424777	8866435	2317440	1234062	2007536	2803649	•	•
Portfolio Income	3	399790	29587	83378	73719	14677	34220	100717	23665	12639	11031	16156	•	•
Other Revenues	4	2632841	10498	1486924	523168	75016	145690	253769	14243	26471	41340	55724	•	•
Total Revenues	5	110168796	2227800	49971997	24113050	10466387	5604687	9220921	2355348	1273172	2059907	2875529	•	•
Average Total Revenues	6	864	307	571	1003	2021	2628	7742	38612	27678	128744	479255	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.7	12.2	0.7	1.7	5.8	4.3	8.7	3.7	2.7	5.1	1.9	•	•
Salaries and Wages	8	24.4	14.0	22.3	21.6	21.5	22.5	34.1	43.4	40.2	30.4	49.2	•	•
Taxes Paid	9	3.3	2.9	3.5	3.3	3.3	3.6	3.1	3.3	3.3	2.5	3.3	•	•
Interest Paid	10	0.4	0.4	0.2	0.4	0.5	0.8	0.7	0.5	1.3	1.0	0.2	•	•
Depreciation, Depletion, Amortization	11	1.4	0.8	0.9	1.8	1.9	1.8	2.2	1.7	2.4	1.1	0.3	•	•
Pensions and Other Benefits	12	5.4	4.7	5.7	5.0	5.1	6.3	4.7	4.9	3.6	4.1	10.8	•	•
Other	13	28.5	28.1	26.9	27.4	28.7	29.0	25.9	36.8	47.5	57.2	34.8	•	•
Officers Compensation	14	35.0	38.8	41.4	39.3	31.3	32.7	23.8	6.6	3.4	1.6	0.4	•	•
Operating Margin	15	•	•	•	•	1.9	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	33.9	37.0	39.9	38.9	33.2	31.8	20.8	5.7	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	12	•	1	5	21	87	347	2163	4584	10060	26181	•	•
Inventories	18	0	•	0	0	1	2	5	109	116	248	274	•	•
Net Property, Plant and Equipment	19	44	•	15	63	142	240	746	2415	6188	13439	9924	•	•
Total Assets	20	120	•	38	159	343	696	1890	6947	16233	37868	155350	•	•

Notes and Loans Payable **21**	49	•	16	63	155	329	907	3215	4838	17080	6984	•	•
All Other Liabilities **22**	40	•	13	35	81	162	722	2714	6451	15740	127504	•	•
Net Worth **23**	32	•	9	61	107	206	262	1018	4944	5049	20862	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.1	•	0.9	1.2	1.2	1.1	1.0	1.0	1.3	1.3	1.2	•	•
Quick Ratio **25**	0.9	•	0.7	1.0	1.0	0.9	0.9	0.8	1.1	1.1	0.9	•	•
Net Sales to Working Capital **26**	•	•	•	•	•	•	•	•	18.0	30.8	22.8	•	•
Coverage Ratio **27**	5.7	1.0	9.4	6.8	6.1	3.9	2.4	2.8	0.1	0.6	11.3	•	•
Total Asset Turnover **28**	7.0	•	14.7	6.2	5.9	3.7	3.9	5.5	1.7	3.3	3.0	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.8	•	3.3	1.6	2.2	2.4	6.2	5.8	2.3	6.5	6.5	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.7	•	76.7	61.7	68.8	70.5	86.1	85.4	69.6	86.7	86.6	•	•
Return on Assets **33**	15.0	•	28.4	15.7	19.1	11.9	6.5	6.9	0.3	2.1	5.6	•	•
Return on Equity **34**	•	•	•	32.3	•	28.3	24.0	13.9	•	•	17.1	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	1.0	15.6	•	•	•
Profit Margin, Before Income Tax **36**	1.8	•	1.7	2.2	2.7	2.4	1.0	0.8	•	•	1.7	•	•
Profit Margin, After Income Tax **37**	1.6	•	1.6	2.0	2.5	2.3	0.9	0.4	•	•	0.8	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	8.0	8.9	6.6	7.9	21.1	22.2	20.6	12.7	5.9	2.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.3	•
Oper. Margin Before Officers Comp. (%) **40**	37.0	37.2	37.0	32.3	27.4	27.3	22.7	27.0	28.3	33.9
Average Net Receivables ($) **41**	7	7	8	11	18	19	22	20	23	12
Average Inventories ($) **42**	0	0	0	1	1	1	2	1	1	0
Average Net Worth ($) **43**	44	46	43	46	41	38	39	33	40	32
Current Ratio (x1) **44**	1.4	1.5	1.4	1.3	1.3	1.2	1.2	1.2	1.3	1.1
Quick Ratio (x1) **45**	1.3	1.3	1.2	1.1	1.1	1.0	1.0	1.0	1.1	0.9
Coverage Ratio (x1) **46**	4.7	5.3	5.9	2.0	2.5	3.1	4.3	4.4	5.0	5.7
Asset Turnover (x1) **47**	4.5	4.6	4.9	4.8	4.8	5.0	4.8	5.5	4.6	7.0
Total Liabilities/Net Worth (x1) **48**	1.2	1.3	1.2	1.6	2.0	2.3	3.1	3.4	2.9	2.8
Return on Assets (x1) **49**	11.7	12.8	14.4	5.9	7.9	11.4	14.1	14.0	11.8	15.0
Return on Equity (%) **50**	15.2	17.9	20.1	5.1	12.6	23.7	41.5	44.8	35.0	42.7

OFFICES OF PHYSICIANS, INCLUDING OSTEOPATHIC PHYSICIANS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	69850	•	48440	14023	2740	1279	754	28	14	10	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	62734997	•	27871364	15089113	5410005	3171194	5363243	1084729	371873	1367457	•	•	•
Portfolio Income	3	256817	•	49327	46159	8913	22960	55119	22102	2440	6923	•	•	•
Other Revenues	4	1562233	•	784118	412392	51799	82139	182166	2542	3515	29621	•	•	•
Total Revenues	5	64554047	•	28704809	15547664	5470717	3276293	5600528	1109373	377828	1404001	•	•	•
Average Total Revenues	6	924	•	593	1109	1997	2562	7428	39620	26988	140400	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.9	•	0.5	1.3	5.4	6.7	14.3	2.4	2.1	7.0	•	•	•
Salaries and Wages	8	24.1	•	21.1	22.6	21.3	20.6	30.2	44.2	27.5	37.5	•	•	•
Taxes Paid	9	3.2	•	3.3	3.1	3.3	3.3	3.0	4.2	2.3	3.1	•	•	•
Interest Paid	10	0.4	•	0.3	0.3	0.5	0.9	0.7	0.3	0.6	1.0	•	•	•
Depreciation, Depletion, Amortization	11	1.4	•	1.1	1.7	1.6	1.5	2.0	1.3	1.9	1.3	•	•	•
Pensions and Other Benefits	12	5.2	•	4.9	4.9	5.0	6.7	3.9	6.9	1.9	5.4	•	•	•
Other	13	28.1	•	27.7	26.8	31.0	29.8	23.0	26.2	51.6	43.7	•	•	•
Officers Compensation	14	33.2	•	39.9	37.6	26.6	28.2	23.7	12.3	5.5	1.9	•	•	•
Operating Margin	15	1.7	•	1.5	1.7	5.3	2.4	•	2.3	6.8	•	•	•	•
Oper. Margin Before Officers Compensation	16	34.9	•	41.3	39.3	31.9	30.7	23.0	14.6	12.3	1.0	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	11	•	1	4	20	87	249	3707	2475	13395	•	•	•
Inventories	18	0	•	0	0	0	3	5	•	86	307	•	•	•
Net Property, Plant and Equipment	19	43	•	15	61	132	239	670	1665	4742	12428	•	•	•
Total Assets	20	126	•	40	157	334	695	1813	6798	12650	37796	•	•	•

Notes and Loans Payable **21**	42	•	14	53	131	340	637	798	4026	15702	•	•	•
All Other Liabilities **22**	42	•	13	30	69	135	740	3859	2762	16150	•	•	•
Net Worth **23**	42	•	13	74	134	221	436	2141	5862	5944	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.1	1.3	1.5	1.2	1.1	1.2	1.9	1.2	•	•	•
Quick Ratio **25**	1.0	•	0.9	1.2	1.3	0.9	1.0	1.2	1.5	1.1	•	•	•
Net Sales to Working Capital **26**	•	•	•	•	44.5	•	•	43.8	10.1	38.1	•	•	•
Coverage Ratio **27**	13.5	•	•	•	12.9	7.7	6.3	•	14.8	2.8	•	•	•
Total Asset Turnover **28**	7.1	•	14.3	6.9	5.9	3.6	3.9	5.7	2.1	3.6	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	2.0	1.1	1.5	2.2	3.2	2.2	1.2	5.4	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.4	•	66.6	52.9	59.9	68.3	76.0	68.5	53.7	84.3	•	•	•
Return on Assets **33**	35.5	•	•	34.4	•	23.5	17.0	27.7	18.6	10.3	•	•	•
Return on Equity **34**	•	•	•	•	•	•	•	•	31.3	29.4	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	4.6	•	4.4	4.7	6.4	5.7	3.6	4.6	8.3	1.8	•	•	•
Profit Margin, After Income Tax **37**	4.4	•	4.3	4.4	6.1	5.5	3.4	3.6	6.9	1.3	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	6.8	7.8	6.8	7.4	8.7	12.5	14.3	4.6	6.4	2.9	
Operating Margin (%) **39**		0.6	1.8	1.8	1.5	1.8	•	2.8	4.1	4.1	1.7
Oper. Margin Before Officers Comp. (%) **40**		39.0	40.2	39.3	34.3	34.2	31.7	29.5	30.0	32.2	34.9
Average Net Receivables ($) **41**		7	7	7	10	13	15	18	18	20	11
Average Inventories ($) **42**		0	0	0	0	0	1	2	1	1	0
Average Net Worth ($) **43**		54	58	54	59	58	52	64	52	59	42
Current Ratio (×1) **44**		1.5	1.7	1.7	1.5	1.6	1.4	1.6	1.4	1.4	1.2
Quick Ratio (×1) **45**		1.4	1.5	1.5	1.3	1.4	1.2	1.3	1.1	1.1	1.0
Coverage Ratio (×1) **46**		9.0	10.3	12.9	9.5	9.6	9.3	11.3	11.2	17.1	13.5
Asset Turnover (×1) **47**		4.4	4.6	4.7	5.3	4.5	4.9	4.7	5.5	5.3	7.1
Operating Leverage **48**		0.4	3.1	1.0	0.8	1.2	•	•	1.5	1.0	0.4
Financial Leverage **49**		1.0	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**		0.5	3.2	1.0	0.9	1.2	•	•	1.5	1.0	0.4

OFFICES OF DENTISTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	44216	1614	32320	7885	1828	530	39	•	•	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	20704398	288230	13052097	4601266	1464171	945152	353483	•	•	•	•	•	•
Portfolio Income	3	87916	9292	48536	17634	11951	502	•	•	•	•	•	•	•
Other Revenues	4	204650	459	112408	48702	33666	9364	52	•	•	•	•	•	•
Total Revenues	5	20996964	297981	13213041	4667602	1509788	955018	353535	•	•	•	•	•	•
Average Total Revenues	6	475	185	409	592	826	1802	9065	•	•	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	4.0	3.7	3.3	3.2	7.8	6.0	16.9	•	•	•	•	•	•
Salaries and Wages	8	23.4	24.0	22.5	24.9	21.2	32.5	23.4	•	•	•	•	•	•
Taxes Paid	9	4.3	5.4	4.0	4.1	4.2	4.2	16.2	•	•	•	•	•	•
Interest Paid	10	0.6	0.7	0.4	0.8	1.2	2.7	0.2	•	•	•	•	•	•
Depreciation, Depletion, Amortization	11	2.0	0.9	1.7	2.4	2.6	3.0	0.7	•	•	•	•	•	•
Pensions and Other Benefits	12	4.0	1.8	4.2	3.7	4.7	3.8	0.4	•	•	•	•	•	•
Other	13	31.3	35.7	32.6	28.9	27.9	32.1	22.6	•	•	•	•	•	•
Officers Compensation	14	29.7	27.2	31.2	30.9	28.4	15.4	7.4	•	•	•	•	•	•
Operating Margin	15	0.8	0.7	0.2	1.2	2.1	0.5	12.3	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	30.5	27.8	31.4	32.1	30.5	15.8	19.7	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	8	•	2	21	49	60	81	•	•	•	•	•	•
Inventories	18	0	•	0	1	•	16	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	34	•	18	54	110	391	1806	•	•	•	•	•	•
Total Assets	20	82	•	40	155	325	723	2919	•	•	•	•	•	•

Notes and Loans Payable **21**	38	•	23	50	128	541	780	•	•	•	•	•	•
All Other Liabilities **22**	16	•	11	31	44	60	16	•	•	•	•	•	•
Net Worth **23**	27	•	6	75	153	122	2123	•	•	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.7	•	1.1	2.3	2.7	1.2	1.8	•	•	•	•	•	•
Quick Ratio **25**	1.4	•	1.0	2.0	1.9	0.8	1.8	•	•	•	•	•	•
Net Sales to Working Capital **26**	39.0	•	•	16.1	8.7	•	•	•	•	•	•	•	•
Coverage Ratio **27**	4.6	6.9	5.2	4.4	5.3	1.6	•	•	•	•	•	•	•
Total Asset Turnover **28**	5.8	•	10.1	3.8	2.5	2.5	3.1	•	•	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.0	•	5.7	1.1	1.1	4.9	0.4	•	•	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	66.5	•	85.0	52.0	53.0	83.1	27.3	•	•	•	•	•	•
Return on Assets **33**	16.2	•	18.4	12.9	15.3	10.2	39.0	•	•	•	•	•	•
Return on Equity **34**	37.0	•	•	20.1	26.3	19.9	•	•	•	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	26.9	32.5	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	2.2	4.1	1.5	2.7	5.0	1.5	12.3	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	2.2	4.0	1.4	2.6	5.0	1.4	12.3	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	13.1	12.0	11.8	14.7	16.8	17.7	17.2	7.4	7.5	4.0
Operating Margin (%) **39**	0.1	1.4	1.2	•	1.4	2.2	2.4	3.2	3.5	0.8
Oper. Margin Before Officers Comp. (%) **40**	27.8	28.9	27.0	25.8	26.3	26.9	28.7	28.2	27.1	30.5
Average Net Receivables ($) **41**	6	5	5	7	9	5	9	10	14	8
Average Inventories ($) **42**	0	0	0	0	2	0	1	0	1	0
Average Net Worth ($) **43**	35	41	41	35	37	38	39	29	37	27
Current Ratio (x1) **44**	1.7	1.8	2.0	1.7	2.1	1.9	1.9	1.8	2.3	1.7
Quick Ratio (x1) **45**	1.5	1.6	1.7	1.4	1.7	1.6	1.7	1.7	2.0	1.4
Coverage Ratio (x1) **46**	3.4	6.6	5.1	1.8	3.6	3.9	4.0	6.1	6.5	4.6
Asset Turnover (x1) **47**	4.6	4.6	4.7	4.8	4.1	4.3	4.7	4.6	4.3	5.8
Total Liabilities/Net Worth (x1) **48**	1.1	0.9	0.8	1.1	1.4	1.3	1.4	2.0	1.6	2.0
Return on Assets (x1) **49**	11.3	18.2	14.7	6.3	11.7	16.9	19.7	23.4	22.9	16.2
Return on Equity (%) **50**	13.1	24.7	17.1	4.7	19.6	27.5	34.2	58.8	49.4	37.0

OFFICES OF DENTISTS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	23665	1016	16154	5047	1120	290	39	•	•	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	11471687	209473	6829383	2814145	737216	527987	353483	•	•	•	•	•	•
Portfolio Income	3	62107	7301	41702	5809	7056	237	•	•	•	•	•	•	•
Other Revenues	4	88890	•	41760	38016	686	8377	52	•	•	•	•	•	•
Total Revenues	5	11622684	216774	6912845	2857970	744958	536601	353535	•	•	•	•	•	•
Average Total Revenues	6	491	213	428	566	665	1850	9065	•	•	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	3.9	•	3.2	3.1	4.1	10.7	16.9	•	•	•	•	•	•
Salaries and Wages	8	24.1	22.3	21.6	28.6	22.7	36.3	23.4	•	•	•	•	•	•
Taxes Paid	9	4.5	5.6	3.9	4.3	4.2	4.8	16.2	•	•	•	•	•	•
Interest Paid	10	0.6	•	0.3	1.0	1.1	2.5	0.2	•	•	•	•	•	•
Depreciation, Depletion, Amortization	11	1.7	0.4	1.3	2.6	2.1	2.8	0.7	•	•	•	•	•	•
Pensions and Other Benefits	12	3.4	1.2	3.9	2.6	3.8	3.4	0.4	•	•	•	•	•	•
Other	13	30.8	40.4	32.3	28.5	26.8	30.1	22.6	•	•	•	•	•	•
Officers Compensation	14	26.6	26.3	29.9	25.6	23.7	6.6	7.4	•	•	•	•	•	•
Operating Margin	15	4.5	3.7	3.8	3.8	11.6	2.9	12.3	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	31.1	30.0	33.6	29.4	35.2	9.5	19.7	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	11	•	3	24	55	110	81	•	•	•	•	•	•
Inventories	18	1	•	0	2	•	30	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	34	•	14	54	87	445	1806	•	•	•	•	•	•
Total Assets	20	93	•	45	155	325	738	2919	•	•	•	•	•	•

Notes and Loans Payable **21**	36	•	16	54	120	513	780	•	•	•	•	•	•
All Other Liabilities **22**	16	•	11	25	34	102	16	•	•	•	•	•	•
Net Worth **23**	41	•	18	76	171	124	2123	•	•	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	2.2	•	1.7	2.7	4.4	1.1	1.8	•	•	•	•	•	•
Quick Ratio **25**	1.9	•	1.6	2.4	3.1	0.9	1.8	•	•	•	•	•	•
Net Sales to Working Capital **26**	22.9	•	46.7	14.2	5.1	•	•	•	•	•	•	•	•
Coverage Ratio **27**	10.7	•	•	6.6	11.8	2.8	•	•	•	•	•	•	•
Total Asset Turnover **28**	5.2	•	9.4	3.6	2.0	2.5	3.1	•	•	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	1.6	1.0	0.9	5.0	0.4	•	•	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.5	•	60.8	50.8	47.4	83.3	27.3	•	•	•	•	•	•
Return on Assets **33**	33.2	•	•	22.6	27.2	17.3	39.0	•	•	•	•	•	•
Return on Equity **34**	•	•	•	38.1	•	•	•	•	•	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	5.8	7.2	5.0	5.3	12.3	4.5	12.3	•	•	•	•	•	•
Profit Margin, After Income Tax **37**	5.7	7.2	4.9	5.2	12.2	4.3	12.3	•	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	12.4	12.2	13.1	15.4	15.5	18.5	17.2	9.7	8.5	3.9	
Operating Margin (%) **39**		2.4	2.8	3.4	1.0	4.8	5.3	5.3	5.7	6.4	4.5
Oper. Margin Before Officers Comp. (%) **40**		29.5	29.0	27.3	26.1	29.3	27.9	28.7	27.9	28.2	31.1
Average Net Receivables ($) **41**		7	5	6	7	9	9	7	10	20	11
Average Inventories ($) **42**		0	0	0	0	0	1	1	1	1	1
Average Net Worth ($) **43**		45	46	47	45	58	54	47	35	54	41
Current Ratio (×1) **44**		2.0	2.1	2.1	1.7	2.6	2.3	2.1	2.2	3.1	2.2
Quick Ratio (×1) **45**		1.7	1.8	1.8	1.4	2.1	1.8	1.9	2.1	2.7	1.9
Coverage Ratio (×1) **46**		6.9	9.5	9.5	8.0	7.6	7.2	6.5	10.7	11.5	10.7
Asset Turnover (×1) **47**		4.4	4.5	4.4	5.1	4.3	4.2	4.4	4.6	4.2	5.2
Operating Leverage **48**		1.0	1.2	1.2	0.3	4.7	1.1	1.0	1.1	1.1	0.7
Financial Leverage **49**		1.0	1.1	1.0	1.1	1.0	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**		1.0	1.2	1.2	0.3	4.9	1.1	1.0	1.2	1.1	0.7

OFFICES OF OTHER HEALTH PRACTITIONERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	29990	815	23520	4197	733	594	76	28	20	4	3	•	•
Revenues ($ in Thousands)														
Net Sales	2	9765607	28087	4871119	2236756	510368	1060380	457590	164105	254895	77059	105247	•	•
Portfolio Income	3	39147	12063	6073	8413	2063	272	103	56	2315	269	7521	•	•
Other Revenues	4	101757	199	28072	37583	791	5146	2080	586	20084	809	6408	•	•
Total Revenues	5	9906511	40349	4905264	2282752	513222	1065798	459773	164747	277294	78137	119176	•	•
Average Total Revenues	6	330	50	209	544	700	1794	6050	5884	13865	19534	39725	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	13.9	•	8.8	19.2	1.9	19.8	24.9	45.4	20.4	4.4	36.1	•	•
Salaries and Wages	8	22.5	8.7	19.7	20.8	27.3	27.7	31.4	30.0	35.0	44.4	24.3	•	•
Taxes Paid	9	3.8	8.8	4.0	4.1	2.9	3.2	3.1	4.2	4.0	4.8	•	•	•
Interest Paid	10	0.8	1.0	0.5	0.8	0.8	1.2	0.8	1.1	3.4	2.3	6.8	•	•
Depreciation, Depletion, Amortization	11	2.2	6.6	1.8	2.6	2.6	1.9	2.7	1.6	3.8	7.9	6.6	•	•
Pensions and Other Benefits	12	2.4	2.2	2.6	2.1	2.8	2.5	2.7	2.4	2.7	2.2	•	•	•
Other	13	34.4	34.2	37.4	29.9	48.7	30.1	25.0	14.7	37.2	31.2	30.9	•	•
Officers Compensation	14	17.0	36.6	21.9	17.7	10.3	10.0	2.4	1.2	3.8	2.0	1.2	•	•
Operating Margin	15	2.9	2.1	3.5	2.8	3.0	3.7	7.2	•	•	0.9	•	•	•
Oper. Margin Before Officers Compensation	16	19.9	38.6	25.4	20.5	13.2	13.7	9.6	0.6	•	2.9	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	13	•	1	21	76	148	194	279	2617	6636	8514	•	•
Inventories	18	4	•	1	10	3	56	165	477	4	96	170	•	•
Net Property, Plant and Equipment	19	33	•	13	54	84	269	1162	1952	3811	2824	3035	•	•
Total Assets	20	101	•	28	149	356	670	2391	5986	14224	29892	106716	•	•

Notes and Loans Payable **21**	42	•	16	63	195	281	943	2848	5427	7247	12302	•	•
All Other Liabilities **22**	18	•	5	25	32	123	375	921	2005	3550	31825	•	•
Net Worth **23**	40	•	7	61	130	267	1073	2216	6792	19096	62588	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	1.3	2.1	1.7	2.8	2.3	1.1	1.4	2.7	1.7	•	•
Quick Ratio **25**	1.3	•	1.0	1.6	1.6	2.2	1.3	0.5	1.3	2.5	0.9	•	•
Net Sales to Working Capital **26**	19.1	•	•	17.7	15.1	7.9	10.7	48.5	10.3	3.4	1.5	•	•
Coverage Ratio **27**	6.3	•	9.6	7.0	5.7	4.5	11.2	0.8	0.6	2.0	2.1	•	•
Total Asset Turnover **28**	3.2	•	7.4	3.6	2.0	2.7	2.5	1.0	0.9	0.7	0.3	•	•
Inventory Turnover **29**	•	•	•	•	7.6	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.8	5.8	8.3	•	•
Total Liabilities to Net Worth **31**	1.5	•	3.2	1.4	1.8	1.5	1.2	1.7	1.1	0.6	0.7	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.9	•	76.2	58.9	63.6	60.2	55.1	63.0	52.3	36.1	41.4	•	•
Return on Assets **33**	16.9	•	34.7	20.3	8.3	14.3	21.3	0.9	1.7	3.0	4.7	•	•
Return on Equity **34**	33.7	•	•	38.8	18.3	27.6	39.0	•	•	1.4	3.4	•	•
Return Before Interest on Equity **35**	•	•	•	•	22.8	•	•	2.3	3.5	4.7	7.9	•	•
Profit Margin, Before Income Tax **36**	4.4	•	4.2	4.9	3.5	4.2	7.7	•	•	2.3	7.3	•	•
Profit Margin, After Income Tax **37**	4.2	•	4.1	4.5	3.4	4.1	7.0	•	•	1.4	6.1	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	20.3	16.1	18.0	18.0	22.1	20.4	24.4	16.4	14.5	13.9
Operating Margin (%) **39**	1.3	•	•	2.3	2.4	6.0	5.3	5.8	5.5	2.9
Oper. Margin Before Officers Comp. (%) **40**	25.0	19.5	18.8	23.8	16.6	21.2	17.2	19.7	21.5	19.9
Average Net Receivables ($) **41**	8	8	7	10	9	8	11	10	13	13
Average Inventories ($) **42**	3	4	4	6	5	5	4	5	6	4
Average Net Worth ($) **43**	24	18	22	25	14	22	25	29	30	40
Current Ratio (×1) **44**	1.4	1.1	1.5	1.4	1.5	1.5	1.9	2.2	2.3	1.8
Quick Ratio (×1) **45**	1.1	0.8	1.1	1.0	1.2	1.1	1.5	1.7	1.8	1.3
Coverage Ratio (×1) **46**	3.6	1.7	2.8	3.5	5.4	7.9	6.8	7.0	7.0	6.3
Asset Turnover (×1) **47**	2.9	3.0	3.3	3.3	3.6	3.5	2.9	3.1	3.4	3.2
Total Liabilities/Net Worth (×1) **48**	1.7	3.3	2.1	2.3	4.3	2.2	2.4	1.8	1.8	1.5
Return on Assets (×1) **49**	11.7	7.5	11.2	14.1	19.2	29.2	25.0	25.0	24.4	16.9
Return on Equity (%) **50**	17.9	7.9	18.4	30.9	79.1	79.8	70.5	58.3	55.2	33.7

OFFICES OF OTHER HEALTH PRACTITIONERS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	19560	815	15089	2600	507	465	57	10	15	•	3	•	•
Revenues ($ in Thousands)														
Net Sales	2	7047323	28087	3323882	1408891	349814	1008153	456538	164105	202605	•	105247	•	•
Portfolio Income	3	29526	12063	4269	2559	2055	44	103	•	912	•	7521	•	•
Other Revenues	4	86463	199	17715	35256	518	4620	2080	585	19083	•	6408	•	•
Total Revenues	5	7163312	40349	3345866	1446706	352387	1012817	458721	164690	222600	•	119176	•	•
Average Total Revenues	6	366	50	222	556	695	2178	8048	16469	14840	•	39725	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	16.8	•	12.1	24.8	2.8	19.2	25.0	45.4	1.7	•	36.1	•	•
Salaries and Wages	8	21.0	8.7	18.0	16.5	18.3	27.5	31.5	29.9	44.0	•	24.3	•	•
Taxes Paid	9	3.5	8.8	3.7	3.6	2.2	3.2	3.1	3.6	5.4	•	•	•	•
Interest Paid	10	0.9	1.0	0.5	0.9	0.8	1.2	0.8	1.1	4.2	•	6.8	•	•
Depreciation, Depletion, Amortization	11	2.2	6.6	1.7	2.6	2.4	1.8	2.5	1.1	5.5	•	6.6	•	•
Pensions and Other Benefits	12	2.2	2.2	2.1	1.9	2.3	2.4	2.7	2.4	2.7	•	•	•	•
Other	13	31.6	34.2	34.3	23.5	58.2	29.4	25.0	13.9	38.5	•	30.9	•	•
Officers Compensation	14	14.8	36.6	19.1	18.0	7.4	9.1	2.4	1.2	4.8	•	1.2	•	•
Operating Margin	15	7.1	2.1	8.5	8.2	5.8	6.3	7.2	1.3	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	21.9	38.6	27.6	26.3	13.2	15.4	9.6	2.6	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	14	•	1	25	45	171	256	780	3436	•	8514	•	•
Inventories	18	6	•	1	11	5	67	220	1334	26	•	170	•	•
Net Property, Plant and Equipment	19	34	•	12	60	76	296	1374	480	4650	•	3035	•	•
Total Assets	20	108	•	29	159	332	670	2844	5493	16211	•	106716	•	•

Notes and Loans Payable **21**	40	•	12	53	177	307	946	2577	8086	•	12302	•	•
All Other Liabilities **22**	19	•	5	17	18	138	483	2573	1832	•	31825	•	•
Net Worth **23**	49	•	12	88	137	225	1415	343	6293	•	62588	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	1.5	2.8	1.6	2.5	2.1	0.9	1.3	•	1.7	•	•
Quick Ratio **25**	1.3	•	1.1	2.1	1.4	1.9	1.4	0.3	1.2	•	0.9	•	•
Net Sales to Working Capital **26**	17.3	•	•	12.7	20.7	9.8	12.9	•	12.2	•	1.5	•	•
Coverage Ratio **27**	10.7	•	•	13.9	9.6	6.6	11.2	2.5	1.8	•	2.1	•	•
Total Asset Turnover **28**	3.4	•	7.7	3.4	2.1	3.2	2.8	3.0	0.8	•	0.3	•	•
Inventory Turnover **29**	•	•	•	•	7.6	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	7.9	•	8.3	•	•
Total Liabilities to Net Worth **31**	1.2	•	1.4	0.8	1.4	2.0	1.0	15.0	1.6	•	0.7	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	54.8	•	57.9	44.3	58.9	66.5	50.2	93.8	61.2	•	41.4	•	•
Return on Assets **33**	32.2	•	•	•	15.1	26.0	23.8	8.3	6.2	•	4.7	•	•
Return on Equity **34**	•	•	•	•	32.3	•	39.5	•	4.8	•	3.4	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	15.9	•	7.9	•	•
Profit Margin, Before Income Tax **36**	8.7	•	9.2	10.9	6.5	6.8	7.7	1.7	3.2	•	7.3	•	•
Profit Margin, After Income Tax **37**	8.5	•	9.1	10.3	6.4	6.8	7.0	1.7	2.2	•	6.1	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	18.8	17.9	17.6	18.2	24.4	19.7	23.4	16.0	14.4	16.8	
Operating Margin (%) **39**		5.4	4.8	4.4	7.4	6.8	10.8	10.2	10.8	10.7	7.1
Oper. Margin Before Officers Comp. (%) **40**		29.9	28.6	22.3	27.5	20.7	24.8	20.8	23.2	23.5	21.9
Average Net Receivables ($) **41**		7	11	6	8	10	9	14	8	12	14
Average Inventories ($) **42**		3	3	3	3	6	5	6	5	8	6
Average Net Worth ($) **43**		41	34	25	41	34	29	37	35	35	49
Current Ratio (×1) **44**		1.6	1.8	1.5	1.8	2.1	1.9	1.9	2.5	2.2	1.8
Quick Ratio (×1) **45**		1.3	1.5	1.1	1.4	1.6	1.5	1.4	1.9	1.6	1.3
Coverage Ratio (×1) **46**		9.1	6.7	6.9	7.8	13.5	16.1	11.3	11.2	10.7	10.7
Asset Turnover (×1) **47**		3.0	3.4	3.3	3.4	4.0	4.1	3.0	3.5	3.6	3.4
Operating Leverage **48**		1.0	0.9	0.9	1.7	0.9	1.6	1.0	1.1	1.0	0.7
Financial Leverage **49**		1.0	1.0	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**		1.0	0.9	0.9	1.8	1.0	1.6	0.9	1.1	1.0	0.7

NURSING AND PERSONAL CARE FACILITIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	17129	1080	6265	3465	1903	1325	2608	275	133	24	25	10	14
Revenues ($ in Thousands)														
Net Sales	2	40308691	710059	1317975	1882539	2510285	2176791	9648600	3076836	2965821	884419	1766427	1892523	11476416
Portfolio Income	3	437580	10500	1155	9783	355	7932	25257	7143	42866	16627	25624	30422	259915
Other Revenues	4	939743	9868	8574	19933	40354	52656	121205	118832	105365	18752	58365	39540	346299
Total Revenues	5	41686014	730427	1327704	1912255	2550994	2237379	9795062	3202811	3114052	919798	1850416	1962485	12082630
Average Total Revenues	6	2434	676	212	552	1341	1689	3756	11647	23414	38325	74017	196248	863045
Operating Costs/Operating Income (%)														
Cost of Operations	7	14.5	2.8	8.1	14.7	16.9	10.3	17.1	17.4	15.5	22.3	18.8	8.0	12.6
Salaries and Wages	8	38.4	42.8	39.8	34.4	35.7	45.3	35.8	38.9	37.6	32.4	33.0	45.2	40.3
Taxes Paid	9	5.7	5.6	5.7	6.0	6.3	5.8	6.2	5.9	5.1	5.1	5.4	4.8	5.6
Interest Paid	10	2.9	1.6	0.6	1.3	1.4	2.0	2.4	3.4	4.0	4.2	4.8	3.0	3.7
Depreciation, Depletion, Amortization	11	2.7	1.7	1.2	1.2	1.8	1.7	2.0	2.1	2.7	3.3	3.1	3.1	4.0
Pensions and Other Benefits	12	3.9	2.4	2.4	3.3	3.4	4.6	3.0	5.2	3.7	3.1	3.8	5.2	4.4
Other	13	30.5	45.5	35.5	34.5	31.6	25.6	29.0	30.0	32.8	31.4	32.6	29.0	29.5
Officers Compensation	14	1.6	2.9	4.9	4.0	2.5	4.3	1.5	0.9	2.2	1.1	0.9	0.8	0.5
Operating Margin	15	•	•	1.9	0.8	0.5	0.4	3.1	•	•	•	•	1.0	•
Oper. Margin Before Officers Compensation	16	1.6	•	6.8	4.8	3.0	4.7	4.6	•	•	•	•	1.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	323	•	6	32	77	199	451	1735	2879	6053	10471	31182	158433
Inventories	18	12	•	•	0	2	3	15	29	77	245	234	2570	7285
Net Property, Plant and Equipment	19	784	•	12	55	189	247	1071	3417	7914	16345	30928	74527	413713
Total Assets	20	1684	•	30	157	359	722	2047	6970	15947	33358	65818	164836	928913

Notes and Loans Payable **21**	802	•	31	89	224	376	1225	3947	10710	18727	40431	68439	318028
All Other Liabilities **22**	436	•	11	59	132	276	464	2327	4053	11692	15048	34728	227094
Net Worth **23**	447	•	-12	9	3	69	357	696	1184	2939	10339	61669	383791

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.0	1.2	0.7	1.2	1.5	1.0	1.2	1.1	1.4	1.6	1.8
Quick Ratio **25**	1.1	•	0.9	0.9	0.6	1.0	1.2	0.8	1.0	0.9	1.1	1.4	1.4
Net Sales to Working Capital **26**	15.4	•	•	36.1	•	26.2	14.7	•	31.3	•	15.0	9.9	7.6
Coverage Ratio **27**	2.2	•	5.4	2.9	2.6	2.6	2.9	1.1	1.4	1.3	1.5	2.6	2.3
Total Asset Turnover **28**	1.4	•	7.0	3.5	3.7	2.3	1.8	1.6	1.4	1.1	1.1	1.2	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.8	•	•	15.8	•	9.4	4.7	9.0	12.5	10.4	5.4	1.7	1.4

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.5	•	•	94.1	99.3	90.4	82.6	90.0	92.6	91.2	84.3	62.6	58.7
Return on Assets **33**	8.8	•	22.8	12.3	12.9	11.8	12.5	6.1	7.6	5.8	7.7	8.8	7.4
Return on Equity **34**	13.7	•	•	•	•	•	•	2.2	16.9	0.6	8.3	10.2	6.5
Return Before Interest on Equity **35**	33.1	•	•	•	•	•	•	•	•	•	•	23.5	18.0
Profit Margin, Before Income Tax **36**	3.4	•	2.7	2.3	2.2	3.2	4.6	0.5	1.4	1.1	2.4	4.7	4.7
Profit Margin, After Income Tax **37**	2.6	•	2.6	2.2	2.1	3.1	4.2	0.1	0.9	•	1.2	3.3	3.1

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	19.5	19.0	16.9	20.0	21.1	20.2	20.6	14.2	15.0	14.5
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	0.4	•	•	•	•	•	0.9	0.2	1.1	1.6
Average Net Receivables ($) **41**	174	167	152	170	185	224	237	275	314	323
Average Inventories ($) **42**	9	9	7	6	8	10	10	8	9	12
Average Net Worth ($) **43**	242	248	162	170	157	157	243	266	376	447
Current Ratio (x1) **44**	1.3	1.3	1.0	1.1	1.0	1.0	1.1	1.2	1.4	1.4
Quick Ratio (x1) **45**	1.0	1.0	0.8	0.9	0.8	0.8	0.9	1.0	1.2	1.1
Coverage Ratio (x1) **46**	1.5	1.2	1.0	1.0	1.0	1.0	1.6	1.5	2.1	2.2
Asset Turnover (x1) **47**	1.3	1.3	1.2	1.3	1.4	1.4	1.4	1.4	1.4	1.4
Total Liabilities/Net Worth (x1) **48**	4.4	4.3	6.2	6.2	6.7	7.7	5.3	4.8	3.4	2.8
Return on Assets (x1) **49**	9.3	6.9	5.8	6.1	5.6	6.1	8.5	7.4	9.1	8.8
Return on Equity (%) **50**	11.3	2.1	•	•	•	•	15.3	10.0	16.2	13.7

NURSING AND PERSONAL CARE FACILITIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	9012	395	2020	2441	1153	751	1937	174	84	16	18	•	•
Revenues ($ in Thousands)														
Net Sales	2	32572542	418046	681959	1411381	1630309	1263257	8203128	2205492	2091173	745747	1399362	•	•
Portfolio Income	3	350620	10038	1149	9125	322	7269	24675	6250	32862	11603	18722	•	•
Other Revenues	4	720428	645	6417	19915	39059	62984	75484	116801	19890	10681	45209	•	•
Total Revenues	5	33643590	428729	689525	1440421	1669690	1333510	8303287	2328543	2143925	768031	1463293	•	•
Average Total Revenues	6	3733	1085	341	590	1448	1776	4287	13382	25523	48002	81294	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	15.1	4.0	3.4	15.2	24.0	8.0	18.8	10.0	14.5	25.6	23.3	•	•
Salaries and Wages	8	37.4	50.3	32.1	32.8	29.5	44.5	34.0	46.2	37.5	32.0	30.4	•	•
Taxes Paid	9	5.8	5.3	5.1	6.1	6.8	5.8	6.1	6.3	5.9	4.1	5.3	•	•
Interest Paid	10	2.7	1.6	0.7	1.3	1.0	1.7	2.1	2.9	3.5	3.0	4.4	•	•
Depreciation, Depletion, Amortization	11	2.7	1.2	1.0	1.1	1.9	1.7	1.8	2.0	2.5	2.8	3.1	•	•
Pensions and Other Benefits	12	3.8	2.8	2.3	2.6	3.6	3.8	3.1	4.3	3.5	3.0	4.2	•	•
Other	13	28.4	28.8	39.3	33.7	25.7	25.2	27.1	28.1	28.6	26.0	27.9	•	•
Officers Compensation	14	1.6	3.2	6.4	3.9	2.8	4.1	1.6	1.2	2.9	1.0	0.7	•	•
Operating Margin	15	2.6	2.8	9.8	3.5	4.7	5.2	5.6	•	1.1	2.5	0.9	•	•
Oper. Margin Before Officers Compensation	16	4.2	6.0	16.2	7.5	7.5	9.3	7.1	0.3	4.0	3.5	1.6	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	467	•	3	25	54	216	492	1885	2674	7322	11234	•	•
Inventories	18	21	•	•	0	1	5	19	24	45	311	257	•	•
Net Property, Plant and Equipment	19	1207	•	10	46	205	269	1012	2982	7917	16250	30391	•	•
Total Assets	20	2583	•	39	154	365	754	2085	6930	16430	35574	64646	•	•

Notes and Loans Payable **21**	1145	•	30	75	181	347	1141	3758	10003	16682	40579	•	•
All Other Liabilities **22**	608	•	20	62	71	255	484	1896	3174	14785	13956	•	•
Net Worth **23**	830	•	-11	16	113	152	460	1276	3252	4107	10111	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.9	1.2	1.2	1.4	1.7	1.6	1.3	1.2	1.4	•	•
Quick Ratio **25**	1.2	•	0.8	0.8	1.0	1.2	1.4	1.2	1.2	0.9	1.2	•	•
Net Sales to Working Capital **26**	12.4	•	•	44.5	•	15.4	11.4	10.5	23.2	28.9	13.9	•	•
Coverage Ratio **27**	3.2	4.4	•	5.5	7.9	7.2	4.3	2.6	2.0	2.8	2.3	•	•
Total Asset Turnover **28**	1.4	•	8.7	3.8	3.9	2.2	2.0	1.8	1.5	1.3	1.2	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.1	•	•	8.6	2.2	4.0	3.5	4.4	4.1	7.7	5.4	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.9	•	•	89.6	69.1	79.9	77.9	81.6	80.2	88.5	84.4	•	•
Return on Assets **33**	12.0	•	•	25.7	31.5	27.8	17.9	13.8	10.8	11.1	11.8	•	•
Return on Equity **34**	21.5	•	•	•	•	•	•	•	22.0	•	30.6	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	•	•	•	•
Profit Margin, Before Income Tax **36**	5.9	5.3	10.9	5.6	7.1	10.7	6.8	4.7	3.6	5.5	5.4	•	•
Profit Margin, After Income Tax **37**	4.9	5.2	10.8	5.4	7.0	10.6	6.4	4.2	2.9	4.2	4.0	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	19.0	19.6	19.7	19.5	22.7	20.9	19.5	13.1	14.4	15.1	
Operating Margin (%) **39**		0.7	•	2.1	0.9	1.8	0.7	1.9	1.5	1.7	2.6
Oper. Margin Before Officers Comp. (%) **40**		3.0	1.7	4.4	2.8	4.1	3.0	3.7	3.3	3.4	4.2
Average Net Receivables ($) **41**		222	199	161	192	183	229	281	385	388	467
Average Inventories ($) **42**		11	11	7	6	9	8	12	11	12	21
Average Net Worth ($) **43**		410	463	273	240	215	293	474	495	597	830
Current Ratio (×1) **44**		1.4	1.5	1.2	1.5	1.4	1.2	1.3	1.4	1.5	1.6
Quick Ratio (×1) **45**		1.2	1.2	1.0	1.2	1.1	1.0	1.1	1.1	1.2	1.2
Coverage Ratio (×1) **46**		2.5	2.4	2.7	2.7	2.5	2.4	2.6	2.5	3.2	3.2
Asset Turnover (×1) **47**		1.4	1.3	1.4	1.7	1.7	1.7	1.6	1.5	1.5	1.4
Operating Leverage **48**		0.4	•	•	0.4	2.1	0.4	2.6	0.8	1.2	1.6
Financial Leverage **49**		0.9	1.0	1.1	1.1	1.0	1.0	1.0	1.0	1.2	1.0
Total Leverage **50**		0.3	•	•	0.5	2.0	0.4	2.7	0.8	1.3	1.5

HOSPITALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	206	6	•	•	•	•	104	19	35	11	10	7	13
Revenues ($ in Thousands)														
Net Sales	2	26055117	1366712	•	•	•	•	445179	123756	1009448	386393	575546	803571	21344511
Portfolio Income	3	895536	112465	•	•	•	•	6464	1871	1848	768	2977	26420	742719
Other Revenues	4	1646088	220737	•	•	•	•	4335	16796	29337	162091	20540	9569	1182689
Total Revenues	5	28596741	1699914	•	•	•	•	455978	142423	1040633	549252	599063	839560	23269919
Average Total Revenues	6	138819	283319	•	•	•	•	4384	7496	29732	49932	59906	119937	1789994
Operating Costs/Operating Income (%)														
Cost of Operations	7	5.7	17.4	•	•	•	•	5.4	21.7	19.4	25.0	2.6	3.2	4.0
Salaries and Wages	8	35.8	35.8	•	•	•	•	33.0	32.1	34.5	55.3	40.4	40.2	35.2
Taxes Paid	9	4.1	4.5	•	•	•	•	2.7	3.7	3.7	6.4	3.2	4.0	4.1
Interest Paid	10	6.5	14.8	•	•	•	•	1.8	4.2	2.2	2.5	5.1	5.5	6.4
Depreciation, Depletion, Amortization	11	5.7	5.6	•	•	•	•	4.0	4.8	2.8	4.2	4.2	4.1	6.1
Pensions and Other Benefits	12	5.0	4.7	•	•	•	•	6.0	4.4	5.1	8.6	4.6	7.3	4.9
Other	13	43.3	32.8	•	•	•	•	56.5	28.7	37.5	35.6	42.8	41.3	44.3
Officers Compensation	14	0.5	1.5	•	•	•	•	0.3	4.9	1.5	1.1	1.0	0.9	0.3
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	0.5	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	23328	•	•	•	•	•	460	1097	4854	11721	13946	23501	318008
Inventories	18	1042	•	•	•	•	•	26	166	306	826	88	266	14327
Net Property, Plant and Equipment	19	79158	•	•	•	•	•	1499	4515	5195	14531	25761	58882	1157962
Total Assets	20	262634	•	•	•	•	•	2507	7489	14890	33960	66342	146691	3931890

Notes and Loans Payable **21**	87840	•	•	•	•	•	1262	1271	5152	14029	38335	56460	1294351
All Other Liabilities **22**	47513	•	•	•	•	•	520	2531	6933	14865	22225	20501	685652
Net Worth **23**	127281	•	•	•	•	•	725	3687	2805	5067	5782	69730	1951886

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	•	•	•	•	0.5	0.9	1.3	1.1	1.0	1.3	1.4
Quick Ratio **25**	1.1	•	•	•	•	•	0.5	0.7	1.1	0.8	0.8	1.1	1.1
Net Sales to Working Capital **26**	14.9	•	•	•	•	•	•	•	19.0	49.4	•	12.1	12.5
Coverage Ratio **27**	1.5	1.5	•	•	•	•	•	3.6	•	2.5	1.0	0.7	1.6
Total Asset Turnover **28**	0.5	•	•	•	•	•	1.7	0.9	1.9	1.0	0.9	0.8	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	9.1
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	6.0	8.3	9.8	•
Total Liabilities to Net Worth **31**	1.1	•	•	•	•	•	2.5	1.0	4.3	5.7	10.5	1.1	1.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	51.5	•	•	•	•	•	71.1	50.8	81.2	85.1	91.3	52.5	50.4
Return on Assets **33**	4.7	•	•	•	•	•	•	13.0	•	6.3	4.6	2.9	4.2
Return on Equity **34**	1.2	•	•	•	•	•	•	12.7	•	19.0	•	•	1.4
Return Before Interest on Equity **35**	9.6	•	•	•	•	•	•	26.3	•	•	•	6.0	8.5
Profit Margin, Before Income Tax **36**	3.3	7.3	•	•	•	•	•	10.7	•	3.6	0.1	•	3.8
Profit Margin, After Income Tax **37**	1.3	4.6	•	•	•	•	•	7.2	•	2.7	•	•	1.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	17.5	18.4	14.8	15.4	15.1	20.9	20.1	13.6	7.4	5.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	2406	1832	4796	26408	8405	19515	33355	27991	19221	23328
Average Inventories ($) **42**	269	180	312	1808	495	1380	2509	1933	1451	1042
Average Net Worth ($) **43**	10342	6749	12568	46753	19875	46852	104934	100946	86670	127281
Current Ratio (x1) **44**	0.8	0.9	1.0	1.1	1.0	1.2	1.2	1.1	1.2	1.3
Quick Ratio (x1) **45**	0.7	0.7	0.9	1.0	0.9	1.0	1.0	0.9	1.0	1.1
Coverage Ratio (x1) **46**	1.5	1.1	1.6	1.6	1.4	1.7	1.9	1.7	2.0	1.5
Asset Turnover (x1) **47**	0.7	0.7	0.7	0.7	0.6	0.7	0.7	0.7	0.6	0.5
Total Liabilities/Net Worth (x1) **48**	2.2	2.8	2.7	3.5	2.9	2.6	1.9	1.6	1.2	1.1
Return on Assets (x1) **49**	9.1	5.8	7.8	7.9	7.6	10.8	9.8	7.2	7.6	4.7
Return on Equity (%) **50**	5.3	•	6.1	7.8	4.7	9.7	8.8	4.9	5.5	1.2

HOSPITALS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	84	3	•	•	•	•	17	19	22	8	5	3	7
Revenues ($ in Thousands)														
Net Sales	2	18915275	1362494	•	•	•	•	201240	123756	473578	225512	336356	358004	15834335
Portfolio Income	3	578226	112465	•	•	•	•	286	1871	1057	765	2815	11543	447420
Other Revenues	4	1053101	146692	•	•	•	•	1699	16796	21806	158986	5677	8939	692511
Total Revenues	5	20546602	1621651	•	•	•	•	203225	142423	496441	385263	344848	378486	16974266
Average Total Revenues	6	244602	540550	•	•	•	•	11954	7496	22566	48158	68970	126162	2424895
Operating Costs/Operating Income (%)														
Cost of Operations	7	6.1	17.5	•	•	•	•	5.9	21.7	16.8	23.1	1.3	7.1	4.5
Salaries and Wages	8	35.2	35.4	•	•	•	•	17.5	32.1	40.2	55.9	37.6	40.9	34.8
Taxes Paid	9	4.4	4.5	•	•	•	•	1.8	3.7	4.5	7.3	3.7	5.9	4.4
Interest Paid	10	5.8	14.2	•	•	•	•	0.4	4.2	1.9	3.6	3.7	4.9	5.4
Depreciation, Depletion, Amortization	11	5.3	5.0	•	•	•	•	1.8	4.8	3.2	6.4	3.9	3.0	5.5
Pensions and Other Benefits	12	4.8	4.6	•	•	•	•	0.6	4.4	4.4	10.0	5.1	9.3	4.7
Other	13	38.3	28.3	•	•	•	•	65.4	28.7	28.8	56.4	38.1	28.2	39.2
Officers Compensation	14	0.5	1.5	•	•	•	•	•	4.9	2.3	1.5	1.3	0.3	0.3
Operating Margin	15	•	•	•	•	•	•	6.6	•	•	•	5.5	0.5	1.2
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	6.6	0.5	0.3	•	6.8	0.8	1.5
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	39357	•	•	•	•	•	507	1097	3230	9511	12602	25946	426932
Inventories	18	1077	•	•	•	•	•	92	166	49	414	123	621	11265
Net Property, Plant and Equipment	19	124988	•	•	•	•	•	1224	4515	5854	16595	23274	61012	1404494
Total Assets	20	366218	•	•	•	•	•	2627	7489	13175	32607	67850	130657	4184774

Notes and Loans Payable **21**	98193	•	•	•	•	•	482	1271	5492	13385	29615	48312	1099277
All Other Liabilities **22**	59820	•	•	•	•	•	938	2531	2614	11403	14259	25919	666153
Net Worth **23**	208205	•	•	•	•	•	1208	3687	5068	7819	23976	56426	2419344

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	•	•	•	•	1.8	0.9	1.8	1.1	1.0	1.4	1.9
Quick Ratio **25**	1.5	•	•	•	•	•	1.5	0.7	1.6	0.9	0.9	1.2	1.5
Net Sales to Working Capital **26**	8.9	•	•	•	•	•	19.0	•	9.5	39.4	•	12.6	7.8
Coverage Ratio **27**	2.4	1.6	•	•	•	•	•	3.6	2.5	2.9	3.1	2.3	2.5
Total Asset Turnover **28**	0.6	•	•	•	•	•	4.5	0.9	1.6	0.9	1.0	0.9	0.6
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	5.9	•	9.2	•
Total Liabilities to Net Worth **31**	0.8	•	•	•	•	•	1.2	1.0	1.6	3.2	1.8	1.3	0.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	43.2	•	•	•	•	•	54.0	50.8	61.5	76.0	64.7	56.8	42.2
Return on Assets **33**	8.6	•	•	•	•	•	36.0	13.0	7.7	8.8	11.6	10.1	7.4
Return on Equity **34**	5.8	•	•	•	•	•	•	12.7	9.9	18.6	15.0	8.9	5.1
Return Before Interest on Equity **35**	15.0	•	•	•	•	•	•	26.3	20.1	•	32.8	23.4	12.8
Profit Margin, Before Income Tax **36**	8.1	8.0	•	•	•	•	7.6	10.7	2.9	6.6	8.0	6.2	8.3
Profit Margin, After Income Tax **37**	5.3	5.3	•	•	•	•	7.1	7.2	2.3	5.2	5.4	4.2	5.4

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	17.8	16.2	14.6	15.3	15.0	20.5	21.7	15.9	6.5	6.1	
Operating Margin (%) **39**		•	•	•	•	•	•	2.3	•	•	•
Oper. Margin Before Officers Comp. (%) **40**		•	•	•	•	•	•	2.8	•	•	•
Average Net Receivables ($) **41**		2769	1881	5611	43576	33031	24610	40759	38169	34525	39357
Average Inventories ($) **42**		343	183	366	3653	2368	1427	2445	2935	2575	1077
Average Net Worth ($) **43**		12963	6628	17160	100386	97599	68757	122373	151280	169902	208205
Current Ratio (×1) **44**		0.8	1.1	1.4	1.3	1.2	1.3	1.5	1.1	1.2	1.8
Quick Ratio (×1) **45**		0.6	0.9	1.2	1.1	1.0	1.1	1.3	0.9	1.0	1.5
Coverage Ratio (×1) **46**		1.8	1.5	2.0	2.2	1.9	2.3	3.0	2.3	2.5	2.4
Asset Turnover (×1) **47**		0.7	0.8	0.7	0.7	0.6	0.8	0.8	0.7	0.6	0.6
Operating Leverage **48**		7.3	1.5	0.9	0.7	1.3	0.4	•	•	1.3	0.2
Financial Leverage **49**		0.9	0.8	1.5	1.1	0.9	1.2	1.2	0.9	1.1	0.9
Total Leverage **50**		6.7	1.2	1.4	0.8	1.2	0.5	•	•	1.4	0.2

MEDICAL LABORATORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	4245	395	2386	805	194	101	225	55	53	20	6	5	•
Revenues ($ in Thousands)														
Net Sales	2	6750075	41795	729111	528514	188585	151435	1181920	630639	912122	282868	217794	1885293	•
Portfolio Income	3	182008	11	5974	2185	1152	15188	6695	16743	7581	12192	6582	107703	•
Other Revenues	4	141467	•	8894	•	3791	1550	31119	3328	20317	28392	786	43293	•
Total Revenues	5	7073550	41806	743979	530699	193528	168173	1219734	650710	940020	323452	225162	2036289	•
Average Total Revenues	6	1666	106	312	659	998	1665	5421	11831	17736	16173	37527	407258	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	16.2	8.7	7.9	17.8	17.3	4.1	19.2	29.7	22.5	24.4	31.6	7.6	•
Salaries and Wages	8	27.6	33.3	25.8	19.8	15.9	31.3	29.8	24.1	27.9	31.2	23.7	30.9	•
Taxes Paid	9	3.9	7.4	4.2	4.1	3.8	4.2	4.1	3.9	5.1	7.0	3.8	2.5	•
Interest Paid	10	2.5	1.3	0.4	0.8	0.1	0.9	1.4	1.4	1.7	4.1	6.6	5.0	•
Depreciation, Depletion, Amortization	11	4.2	0.7	0.7	5.4	2.1	4.4	3.9	3.5	3.9	7.5	8.6	5.1	•
Pensions and Other Benefits	12	4.0	0.9	4.5	0.4	0.9	3.2	3.7	3.5	1.4	2.3	3.3	7.3	•
Other	13	38.9	40.0	32.8	31.9	49.6	33.8	36.1	44.7	36.3	56.0	38.4	41.2	•
Officers Compensation	14	7.2	25.9	24.5	17.7	3.3	17.0	5.8	3.7	4.1	4.3	3.1	1.3	•
Operating Margin	15	•	•	•	2.2	7.1	1.1	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	2.7	7.8	23.8	19.9	10.4	18.1	1.9	•	1.4	•	•	0.6	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	255	•	1	17	49	170	883	1397	2775	4669	8043	94793	•
Inventories	18	26	•	0	0	2	•	77	185	353	366	744	9912	•
Net Property, Plant and Equipment	19	266	•	8	47	52	357	772	1411	3152	6774	18260	72734	•
Total Assets	20	1377	•	32	125	291	674	2512	7108	13973	30018	56302	581379	•

Notes and Loans Payable **21**	665	•	19	58	39	184	1016	694	3374	8800	32724	377307	•
All Other Liabilities **22**	143	•	9	27	10	130	895	1973	3047	5199	7208	-13690	•
Net Worth **23**	569	•	5	41	242	360	601	4442	7551	16019	16370	217762	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	0.7	0.7	11.4	1.9	1.4	2.1	2.1	1.8	1.8	1.5	•
Quick Ratio **25**	1.2	•	0.6	0.6	5.7	1.9	1.2	1.6	1.5	1.0	1.2	1.2	•
Net Sales to Working Capital **26**	8.0	•	•	•	7.9	10.4	13.5	4.6	4.6	2.3	5.9	7.6	•
Coverage Ratio **27**	1.1	•	4.9	4.5	•	14.8	0.4	•	1.2	•	•	2.5	•
Total Asset Turnover **28**	1.2	•	9.5	5.2	3.3	2.2	2.1	1.6	1.2	0.5	0.7	0.7	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	5.8	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	6.1	9.0	8.0	•
Total Liabilities to Net Worth **31**	1.4	•	6.0	2.1	0.2	0.9	3.2	0.6	0.9	0.9	2.4	1.7	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	58.7	•	85.7	67.7	16.9	46.6	76.1	37.5	46.0	46.6	70.9	62.6	•
Return on Assets **33**	3.1	•	16.0	17.7	32.9	28.9	1.2	•	2.5	•	•	7.9	•
Return on Equity **34**	•	•	•	•	38.9	•	•	•	•	•	•	10.8	•
Return Before Interest on Equity **35**	7.6	•	•	•	•	•	5.2	•	4.7	•	•	21.1	•
Profit Margin, Before Income Tax **36**	0.2	•	1.4	2.6	9.7	12.1	•	•	0.4	•	•	7.2	•
Profit Margin, After Income Tax **37**	•	•	1.2	2.6	9.7	11.2	•	•	•	•	•	6.2	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	29.1	29.0	29.9	33.9	39.5	33.4	33.4	24.3	20.3	16.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	9.8	6.0	4.3	2.9	•	2.3	3.3	2.2	2.9	2.7
Average Net Receivables ($) **41**	35	56	68	76	307	126	182	208	265	255
Average Inventories ($) **42**	8	10	12	13	68	25	44	29	33	26
Average Net Worth ($) **43**	94	127	144	159	171	296	496	545	628	569
Current Ratio (x1) **44**	1.8	2.1	2.0	2.2	0.7	1.9	1.8	1.7	1.7	1.6
Quick Ratio (x1) **45**	1.3	1.6	1.6	1.7	0.5	1.5	1.4	1.3	1.3	1.2
Coverage Ratio (x1) **46**	1.8	0.7	2.1	1.4	0.0	1.2	2.4	3.1	1.4	1.1
Asset Turnover (x1) **47**	1.6	1.4	1.7	1.8	0.7	1.4	1.4	1.4	1.3	1.2
Total Liabilities/Net Worth (x1) **48**	1.7	1.5	1.4	1.1	7.9	1.2	1.0	1.0	1.2	1.4
Return on Assets (x1) **49**	7.0	2.6	6.4	3.6	•	4.0	7.1	7.5	3.4	3.1
Return on Equity (%) **50**	3.8	•	3.9	•	•	•	4.3	5.8	•	•

MEDICAL LABORATORIES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	2627	•	1506	358	130	82	100	14	33	8	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	4617275	•	467980	272047	187841	129300	786182	296181	727994	162008	•	•	•
Portfolio Income	3	150860	•	5342	2185	•	14987	2958	11666	2470	4165	•	•	•
Other Revenues	4	97492	•	•	•	3792	1141	20337	2031	16107	10615	•	•	•
Total Revenues	5	4865627	•	473322	274232	191633	145428	809477	309878	746571	176788	•	•	•
Average Total Revenues	6	1852	•	314	766	1474	1774	8095	22134	22623	22098	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	11.6	•	12.3	18.4	17.4	•	16.5	1.9	24.2	26.3	•	•	•
Salaries and Wages	8	26.3	•	16.2	18.3	15.9	33.4	27.5	29.8	21.7	22.6	•	•	•
Taxes Paid	9	3.7	•	4.7	4.1	3.8	4.4	4.0	4.5	5.0	3.9	•	•	•
Interest Paid	10	2.4	•	0.3	0.5	0.2	1.0	1.0	0.4	1.3	3.1	•	•	•
Depreciation, Depletion, Amortization	11	3.5	•	0.9	3.9	2.0	4.6	3.2	3.0	2.9	5.6	•	•	•
Pensions and Other Benefits	12	4.2	•	3.2	0.6	0.9	3.8	3.8	6.0	0.5	0.8	•	•	•
Other	13	37.3	•	28.7	32.9	48.4	31.2	32.3	44.8	31.6	37.7	•	•	•
Officers Compensation	14	6.5	•	26.5	10.6	3.3	20.0	6.0	1.9	3.7	2.2	•	•	•
Operating Margin	15	4.7	•	7.3	10.7	8.2	1.7	5.9	8.0	9.2	•	•	•	•
Oper. Margin Before Officers Compensation	16	11.1	•	33.7	21.3	11.6	21.7	11.9	9.8	12.9	0.1	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	282	•	1	39	73	167	1393	1018	3453	4997	•	•	•
Inventories	18	22	•	1	0	3	•	13	•	402	520	•	•	•
Net Property, Plant and Equipment	19	219	•	7	54	58	374	670	1873	2573	7987	•	•	•
Total Assets	20	1415	•	37	119	295	599	2928	7130	13117	28620	•	•	•

Notes and Loans Payable **21**	799	•	13	91	58	227	1203	440	3374	8486	•	•	•
All Other Liabilities **22**	49	•	7	21	15	53	1077	1382	2709	4283	•	•	•
Net Worth **23**	566	•	16	6	222	320	648	5308	7034	15851	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.8	•	1.6	0.8	11.2	2.3	1.4	2.8	2.0	2.7	•	•	•
Quick Ratio **25**	1.4	•	1.1	0.7	5.6	2.2	1.3	2.7	1.5	1.6	•	•	•
Net Sales to Working Capital **26**	8.0	•	•	•	8.0	13.2	17.4	7.2	6.3	2.4	•	•	•
Coverage Ratio **27**	5.2	•	•	•	•	14.8	10.4	•	9.9	3.3	•	•	•
Total Asset Turnover **28**	1.3	•	8.4	6.4	4.9	2.6	2.7	3.0	1.7	0.7	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	8.1	•	•	•
Total Liabilities to Net Worth **31**	1.5	•	1.3	17.7	0.3	0.9	3.5	0.4	0.9	0.8	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	60.0	•	55.7	94.7	24.8	46.7	77.9	25.6	46.4	44.6	•	•	•
Return on Assets **33**	15.4	•	•	•	•	•	26.2	38.6	21.9	7.2	•	•	•
Return on Equity **34**	28.0	•	•	•	•	•	•	•	32.7	6.5	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	13.1	•	•	•
Profit Margin, Before Income Tax **36**	10.0	•	8.4	11.5	10.2	14.2	8.8	12.6	11.7	7.1	•	•	•
Profit Margin, After Income Tax **37**	9.0	•	8.1	11.4	10.2	13.1	7.9	10.8	10.4	5.1	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	26.7	26.1	28.7	39.3	29.6	34.6	34.4	23.5	15.4	11.6	
Operating Margin (%) **39**		5.3	4.7	3.6	6.2	5.0	3.4	5.0	5.8	6.1	4.7
Oper. Margin Before Officers Comp. (%) **40**		14.5	15.4	12.0	13.2	12.8	10.4	9.6	9.8	11.7	11.1
Average Net Receivables ($) **41**		35	47	54	90	105	136	239	256	263	282
Average Inventories ($) **42**		6	10	11	14	13	24	51	43	30	22
Average Net Worth ($) **43**		111	159	153	209	232	311	623	622	572	566
Current Ratio (x1) **44**		1.9	2.0	2.1	2.7	2.2	1.9	1.8	1.7	1.8	1.8
Quick Ratio (x1) **45**		1.6	1.5	1.6	2.0	1.6	1.5	1.4	1.3	1.4	1.4
Coverage Ratio (x1) **46**		5.2	5.2	7.4	13.9	8.1	5.3	7.7	10.1	9.3	5.2
Asset Turnover (x1) **47**		1.8	1.6	1.9	1.8	1.9	1.6	1.6	1.7	1.6	1.3
Operating Leverage **48**		1.9	0.9	0.8	1.7	0.8	0.7	1.5	1.2	1.1	0.8
Financial Leverage **49**		1.0	1.0	1.1	1.1	1.0	0.9	1.1	1.0	1.0	1.0
Total Leverage **50**		2.0	0.9	0.9	1.8	0.8	0.6	1.5	1.2	1.1	0.8

OTHER MEDICAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	44633	2235	30250	6143	2373	1697	1450	213	150	49	28	26	19
Revenues ($ in Thousands)														
Net Sales	2	69240755	457653	7333927	4036299	2478307	3881219	7116509	2442960	3992963	2744921	2944852	5164685	26646461
Portfolio Income	3	3143586	20302	25788	7844	28420	3743	30052	15743	46190	24914	23528	96740	2820320
Other Revenues	4	2109471	21485	279907	53250	102414	47556	197068	51581	172536	47791	54083	92092	989709
Total Revenues	5	74493812	499440	7639622	4097393	2609141	3932518	7343629	2510284	4211689	2817626	3022463	5353517	30456490
Average Total Revenues	6	1669	223	253	667	1100	2317	5065	11785	28078	57503	107945	205904	1602973
Operating Costs/Operating Income (%)														
Cost of Operations	7	33.3	7.2	21.6	13.6	12.6	22.3	28.8	39.3	17.4	25.5	13.2	27.9	50.6
Salaries and Wages	8	19.8	30.7	22.8	24.2	34.4	16.6	23.4	19.2	38.3	24.6	21.8	21.0	12.6
Taxes Paid	9	2.8	6.1	3.6	4.2	4.1	3.5	3.0	2.1	4.0	1.8	1.9	3.3	1.9
Interest Paid	10	1.2	2.5	1.0	0.5	1.2	0.6	1.2	1.0	1.5	1.4	1.4	1.7	1.2
Depreciation, Depletion, Amortization	11	2.2	2.9	1.5	2.1	3.0	1.9	2.4	1.8	2.7	2.7	2.4	3.4	2.1
Pensions and Other Benefits	12	4.8	1.4	2.7	2.9	1.8	3.4	4.0	2.4	3.9	13.2	2.6	2.4	6.6
Other	13	30.9	47.6	31.9	37.5	32.4	31.3	37.1	38.2	33.3	30.9	57.0	34.5	22.9
Officers Compensation	14	5.0	7.3	16.1	12.6	10.9	19.0	3.1	3.5	1.8	1.4	1.0	1.8	0.7
Operating Margin	15	•	•	•	2.5	•	1.5	•	•	•	•	•	4.1	1.4
Oper. Margin Before Officers Compensation	16	5.1	1.6	15.0	15.1	10.7	20.5	0.2	•	•	•	•	5.8	2.1
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	157	•	3	18	102	143	583	2245	3568	9220	17021	37395	134685
Inventories	18	13	•	1	4	8	18	39	75	373	830	2350	1560	11284
Net Property, Plant and Equipment	19	159	•	9	52	101	221	554	1050	4534	6321	12653	29247	145038
Total Assets	20	871	•	26	153	362	657	2085	6879	15751	36022	68521	164019	1071993

Notes and Loans Payable **21**	210	•	24	63	177	274	713	2086	4702	8475	22743	35471	171046
All Other Liabilities **22**	290	•	9	47	69	191	864	2683	3636	14314	23332	38744	377298
Net Worth **23**	371	•	-6	43	115	193	508	2109	7414	13232	22445	89804	523649

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.2	0.9	1.5	1.3	1.2	1.4	1.4	1.4	1.2	2.0	1.5
Quick Ratio **25**	1.2	•	1.1	0.8	1.2	1.1	1.0	1.1	1.1	1.2	1.0	1.5	1.2
Net Sales to Working Capital **26**	11.9	•	•	•	16.4	33.6	28.3	8.5	12.1	11.2	18.3	5.0	8.2
Coverage Ratio **27**	7.5	2.4	4.3	9.9	5.4	5.7	1.3	•	2.8	1.8	1.9	5.3	13.9
Total Asset Turnover **28**	1.8	•	9.2	4.3	2.9	3.5	2.4	1.7	1.7	1.6	1.5	1.2	1.3
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	2.6	2.2	2.4	3.1	2.3	1.1	1.7	2.1	0.8	1.1

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.5	•	•	71.9	68.2	70.7	75.6	69.3	52.9	63.3	67.3	45.3	51.2
Return on Assets **33**	15.5	•	37.3	19.0	18.1	11.7	3.8	•	6.9	3.9	4.0	11.0	21.7
Return on Equity **34**	20.8	•	•	•	•	31.6	•	•	5.6	0.2	1.2	10.5	26.9
Return Before Interest on Equity **35**	•	•	•	•	•	•	15.4	•	14.6	10.7	12.1	20.1	•
Profit Margin, Before Income Tax **36**	7.5	3.5	3.1	4.0	5.1	2.8	0.4	•	2.6	1.2	1.2	7.4	15.4
Profit Margin, After Income Tax **37**	5.0	1.1	3.0	3.7	4.8	2.7	•	•	1.6	•	0.3	4.8	10.0

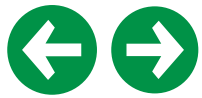
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	28.3	35.2	30.9	33.7	33.5	34.5	37.8	29.8	32.6	33.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	0.6	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	0.6	1.9	3.2	2.9	4.1	5.1
Average Net Receivables ($) **41**	59	70	62	94	97	141	124	141	186	157
Average Inventories ($) **42**	11	12	10	15	12	16	14	15	18	13
Average Net Worth ($) **43**	118	133	95	111	89	153	222	274	382	371
Current Ratio (x1) **44**	1.3	1.3	1.2	1.3	1.3	1.4	1.6	1.6	1.6	1.4
Quick Ratio (x1) **45**	0.9	0.9	0.9	1.0	1.0	1.1	1.3	1.3	1.3	1.2
Coverage Ratio (x1) **46**	1.4	1.0	0.8	1.4	1.6	2.3	3.6	4.1	5.0	7.5
Asset Turnover (x1) **47**	1.7	1.7	1.8	1.9	2.0	2.1	2.2	1.9	1.7	1.8
Total Liabilities/Net Worth (x1) **48**	2.2	2.2	2.7	3.0	3.7	2.7	1.6	1.5	1.5	1.4
Return on Assets (x1) **49**	4.9	3.4	3.3	5.4	8.1	9.5	12.1	9.9	10.1	15.5
Return on Equity (%) **50**	•	•	•	1.6	7.6	12.7	16.9	13.3	13.5	20.8

OTHER MEDICAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25876	•	16980	4152	1552	1068	975	93	103	31	17	23	•
Revenues ($ in Thousands)														
Net Sales	2	56199390	•	4853006	2999617	1684503	2092444	4453334	1399655	3285248	2084436	1546126	5044459	•
Portfolio Income	3	3070886	•	24806	6252	27633	1900	22762	5504	38642	14992	9105	89860	•
Other Revenues	4	1819678	•	283974	51545	42491	41611	81713	26370	150821	23674	20995	90430	•
Total Revenues	5	61089954	•	5161786	3057414	1754627	2135955	4557809	1431529	3474711	2123102	1576226	5224749	•
Average Total Revenues	6	2361	•	304	736	1131	2000	4675	15393	33735	68487	92719	227163	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	36.1	•	19.0	15.5	5.6	37.3	35.5	24.6	15.5	20.7	15.5	28.3	•
Salaries and Wages	8	18.0	•	23.0	18.6	29.8	13.9	16.2	22.8	37.3	27.5	23.7	20.8	•
Taxes Paid	9	2.6	•	3.6	4.1	4.2	3.6	2.2	2.4	3.8	2.1	2.6	3.3	•
Interest Paid	10	1.0	•	0.6	0.3	1.1	0.6	1.2	1.2	1.0	1.1	0.9	1.5	•
Depreciation, Depletion, Amortization	11	2.1	•	1.4	1.8	2.6	2.4	2.3	1.9	2.1	2.1	2.4	3.0	•
Pensions and Other Benefits	12	5.0	•	3.1	1.6	1.3	1.8	2.7	3.4	4.2	16.9	2.3	2.4	•
Other	13	28.2	•	29.3	38.2	33.9	26.4	32.6	34.5	34.0	24.7	48.0	34.0	•
Officers Compensation	14	3.9	•	17.3	12.4	13.5	7.3	3.1	4.4	1.6	1.4	1.0	1.7	•
Operating Margin	15	3.1	•	2.8	7.4	8.2	6.7	4.2	4.9	0.6	3.6	3.6	5.0	•
Oper. Margin Before Officers Compensation	16	7.0	•	20.1	19.8	21.7	14.0	7.3	9.3	2.3	5.0	4.6	6.7	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	222	•	5	16	122	149	492	2927	4086	9678	19963	40303	•
Inventories	18	18	•	0	5	2	28	46	114	336	1022	2661	1610	•
Net Property, Plant and Equipment	19	208	•	8	49	89	225	517	1394	4400	4826	10793	28962	•
Total Assets	20	1271	•	29	155	366	660	2109	7297	15924	35272	70285	168756	•



Notes and Loans Payable **21**	245	•	10	30	138	260	662	2337	3849	9340	19010	34290	•
All Other Liabilities **22**	417	•	7	48	68	137	757	1970	4156	12750	21676	41836	•
Net Worth **23**	609	•	11	77	160	262	691	2989	7920	13182	29598	92630	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.6	•	2.3	1.3	1.8	1.7	1.5	1.8	1.6	1.4	1.2	2.0	•
Quick Ratio **25**	1.3	•	2.1	1.1	1.7	1.5	1.2	1.6	1.3	1.2	1.0	1.6	•
Net Sales to Working Capital **26**	9.7	•	31.9	41.0	13.4	17.1	14.7	7.5	10.4	11.8	14.4	5.3	•
Coverage Ratio **27**	12.3	•	•	•	12.7	•	6.6	7.1	7.4	5.9	6.9	6.5	•
Total Asset Turnover **28**	1.7	•	9.9	4.7	3.0	3.0	2.2	2.1	2.0	1.9	1.3	1.3	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	9.1	•	•
Total Liabilities to Net Worth **31**	1.1	•	1.5	1.0	1.3	1.5	2.1	1.5	1.0	1.7	1.4	0.8	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	52.1	•	60.6	50.2	56.4	60.2	67.3	59.0	50.3	62.6	57.9	45.1	•
Return on Assets **33**	21.6	•	•	•	39.8	27.9	16.7	17.3	14.7	12.4	8.2	12.6	•
Return on Equity **34**	30.1	•	•	•	•	•	38.7	28.2	20.5	20.2	11.1	13.1	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	29.6	33.3	19.5	22.9	•
Profit Margin, Before Income Tax **36**	11.6	•	9.2	9.3	12.4	8.8	6.6	7.2	6.4	5.4	5.4	8.2	•
Profit Margin, After Income Tax **37**	8.5	•	9.0	8.9	11.9	8.6	5.9	5.6	5.1	4.0	3.6	5.5	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	29.7	33.5	32.1	37.9	37.0	38.9	42.2	34.5	35.3	36.1	
Operating Margin (%) **39**		•	1.3	0.5	•	1.6	3.5	4.0	4.7	5.3	3.1
Oper. Margin Before Officers Comp. (%) **40**		1.3	8.5	9.5	•	5.8	8.0	8.4	8.2	8.4	7.0
Average Net Receivables ($) **41**		78	71	65	102	134	147	136	165	258	222
Average Inventories ($) **42**		12	13	12	18	17	20	16	18	24	18
Average Net Worth ($) **43**		184	175	151	197	170	261	312	392	599	609
Current Ratio (×1) **44**		1.4	1.8	1.5	1.4	1.4	1.5	1.7	1.7	1.7	1.6
Quick Ratio (×1) **45**		1.1	1.3	1.1	1.1	1.2	1.2	1.4	1.4	1.3	1.3
Coverage Ratio (×1) **46**		4.7	5.1	4.7	5.7	4.8	6.8	7.2	9.8	9.6	12.3
Asset Turnover (×1) **47**		1.7	2.0	2.0	2.0	2.3	2.3	2.3	2.0	1.7	1.7
Operating Leverage **48**		0.9	•	0.4	•	•	2.2	1.2	1.2	1.1	0.6
Financial Leverage **49**		1.0	1.1	1.1	1.1	1.0	1.1	1.0	1.0	1.0	1.0
Total Leverage **50**		0.9	•	0.4	•	•	2.4	1.2	1.2	1.1	0.6

Table I

Corporations with and without Net Income

LEGAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	57786	3270	38845	9539	3813	1527	664	104	21	4	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	37315009	417414	10645866	8098289	5806968	3984621	4867504	2349995	938925	205427	•	•	•
Portfolio Income	3	85392	1771	14147	22178	16952	13444	10879	3010	527	2483	•	•	•
Other Revenues	4	2292136	4934	1074719	384280	292153	148484	312058	57387	13291	4830	•	•	•
Total Revenues	5	39692537	424119	11734732	8504747	6116073	4146549	5190441	2410392	952743	212740	•	•	•
Average Total Revenues	6	687	130	302	892	1604	2715	7817	23177	45369	53185	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.4	•	2.5	1.7	5.8	1.0	0.6	•	7.0	•	•	•	•
Salaries and Wages	8	32.5	33.5	21.7	32.2	27.9	31.5	50.0	51.4	54.5	23.8	•	•	•
Taxes Paid	9	4.1	4.1	4.4	4.1	3.8	3.8	4.0	4.0	3.7	2.6	•	•	•
Interest Paid	10	0.5	0.4	0.4	0.4	0.7	0.7	0.5	0.5	0.9	0.4	•	•	•
Depreciation, Depletion, Amortization	11	1.5	0.7	1.5	1.4	1.5	1.6	1.4	1.9	2.0	0.4	•	•	•
Pensions and Other Benefits	12	4.1	4.0	3.6	3.9	3.7	4.5	4.8	5.5	5.9	3.0	•	•	•
Other	13	28.5	27.2	37.1	28.2	22.9	26.7	22.6	22.9	22.8	23.1	•	•	•
Officers Compensation	14	29.8	23.1	35.1	30.3	36.3	31.8	20.1	14.9	2.9	53.5	•	•	•
Operating Margin	15	•	6.9	•	•	•	•	•	•	0.4	•	•	•	•
Oper. Margin Before Officers Compensation	16	26.5	30.0	28.8	28.2	33.7	30.2	16.2	13.9	3.3	46.7	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10	•	0	8	30	82	69	692	4668	10644	•	•	•
Inventories	18	0	•	•	0	0	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	33	•	11	34	99	175	451	1443	3529	725	•	•	•
Total Assets	20	132	•	28	164	365	720	1857	7189	13552	53748	•	•	•

Notes and Loans Payable **21**	48	•	15	57	165	201	590	1596	3115	11665	•	•	•
All Other Liabilities **22**	50	•	8	61	105	297	847	4034	5633	13004	•	•	•
Net Worth **23**	35	•	5	46	96	222	420	1560	4805	29078	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.0	1.1	1.3	1.3	1.2	1.0	2.4	2.2	•	•	•
Quick Ratio **25**	0.9	•	0.8	0.8	1.0	0.8	0.9	0.7	2.2	2.0	•	•	•
Net Sales to Working Capital **26**	•	•	•	•	38.4	31.1	39.9	•	8.7	3.2	•	•	•
Coverage Ratio **27**	6.9	•	10.7	8.0	5.2	4.7	6.2	4.2	3.1	•	•	•	•
Total Asset Turnover **28**	4.9	•	9.6	5.2	4.2	3.6	4.0	3.2	3.3	1.0	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	9.7	•	•	•
Total Liabilities to Net Worth **31**	2.8	•	4.5	2.6	2.8	2.3	3.4	3.6	1.8	0.9	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	73.9	•	81.9	72.2	73.8	69.2	77.4	78.3	64.6	45.9	•	•	•
Return on Assets **33**	17.2	•	•	17.2	14.3	11.6	12.7	6.9	9.1	•	•	•	•
Return on Equity **34**	•	•	•	•	•	26.1	•	20.4	14.9	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	31.7	25.7	•	•	•	•
Profit Margin, Before Income Tax **36**	3.0	8.6	3.9	2.9	2.8	2.5	2.7	1.7	1.9	•	•	•	•
Profit Margin, After Income Tax **37**	2.8	8.5	3.7	2.7	2.6	2.2	2.4	1.4	1.6	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	5.6	7.8	6.5	7.2	8.4	8.2	12.8	5.4	2.6	2.4
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	30.4	28.9	27.1	27.0	29.6	31.6	29.6	37.3	34.7	26.5
Average Net Receivables ($) **41**	9	10	6	6	5	8	6	9	8	10
Average Inventories ($) **42**	0	0	0	0	•	0	0	0	0	0
Average Net Worth ($) **43**	49	46	40	48	34	38	36	35	31	35
Current Ratio (x1) **44**	1.3	1.3	1.2	1.5	1.3	1.6	1.4	1.4	1.3	1.2
Quick Ratio (x1) **45**	1.0	0.9	0.9	1.2	1.0	1.3	1.2	1.1	1.1	0.9
Coverage Ratio (x1) **46**	3.6	4.7	6.9	3.7	4.7	6.0	7.4	13.8	14.5	6.9
Asset Turnover (x1) **47**	3.6	3.7	3.4	3.7	3.8	3.9	3.4	3.4	3.5	4.9
Total Liabilities/Net Worth (x1) **48**	1.8	2.0	2.0	1.9	2.2	1.6	1.6	1.9	2.2	2.8
Return on Assets (x1) **49**	11.2	13.2	17.6	10.8	15.7	18.4	18.9	27.5	25.9	17.2
Return on Equity (%) **50**	17.3	24.7	38.7	20.1	37.2	38.6	41.6	74.3	75.8	52.4

LEGAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	37668	2201	24513	6831	2707	892	412	94	18	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	25015677	293440	7044593	5410234	3945509	2711912	2998563	1786814	824613	•	•	•	•
Portfolio Income	3	49875	981	4828	19622	4987	9750	6394	2785	526	•	•	•	•
Other Revenues	4	1662024	1514	700494	309038	255275	50615	286193	49903	8993	•	•	•	•
Total Revenues	5	26727576	295935	7749915	5738894	4205771	2772277	3291150	1839502	834132	•	•	•	•
Average Total Revenues	6	710	134	316	840	1554	3108	7988	19569	46341	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	2.1	0.1	3.0	2.5	2.6	1.5	0.9	•	•	•	•	•	•
Salaries and Wages	8	31.9	22.7	19.7	31.3	26.1	32.9	51.4	48.8	60.6	•	•	•	•
Taxes Paid	9	4.0	4.1	4.2	3.9	3.8	3.9	4.0	3.8	3.9	•	•	•	•
Interest Paid	10	0.6	0.4	0.5	0.4	0.7	0.7	0.6	0.5	1.0	•	•	•	•
Depreciation, Depletion, Amortization	11	1.5	•	1.4	1.4	1.5	1.5	1.4	1.7	2.1	•	•	•	•
Pensions and Other Benefits	12	3.8	3.7	2.7	3.8	4.2	4.0	4.3	5.3	5.4	•	•	•	•
Other	13	27.4	30.8	36.0	26.0	22.9	24.7	21.8	22.4	23.3	•	•	•	•
Officers Compensation	14	29.7	20.9	34.5	31.3	39.7	28.1	19.2	18.1	2.8	•	•	•	•
Operating Margin	15	•	17.4	•	•	•	2.7	•	•	1.1	•	•	•	•
Oper. Margin Before Officers Compensation	16	28.8	38.3	32.4	30.7	38.2	30.8	15.7	17.5	3.9	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	9	•	1	9	38	25	2	506	3938	•	•	•	•
Inventories	18	0	•	•	0	0	•	•	•	•	•	•	•	•
Net Property, Plant and Equipment	19	35	•	11	35	100	186	496	1171	3757	•	•	•	•
Total Assets	20	139	•	29	165	368	745	1970	7126	13186	•	•	•	•

Notes and Loans Payable **21**	47	•	15	49	166	240	498	1375	3582	•	•	•	•
All Other Liabilities **22**	51	•	7	59	90	279	908	4160	5680	•	•	•	•
Net Worth **23**	40	•	7	57	112	225	563	1591	3924	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.2	1.1	1.5	1.3	1.4	1.1	2.2	•	•	•	•
Quick Ratio **25**	1.0	•	0.9	0.8	1.2	0.8	1.1	0.7	2.0	•	•	•	•
Net Sales to Working Capital **26**	43.5	•	•	•	23.1	32.2	22.2	•	9.4	•	•	•	•
Coverage Ratio **27**	11.6	•	•	14.0	7.9	7.7	11.1	5.9	3.4	•	•	•	•
Total Asset Turnover **28**	4.8	•	10.0	4.8	4.0	4.1	3.7	2.7	3.5	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	2.5	•	3.2	1.9	2.3	2.3	2.5	3.5	2.4	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.0	•	75.9	65.6	69.6	69.8	71.4	77.7	70.2	•	•	•	•
Return on Assets **33**	31.3	•	•	28.5	22.9	23.0	25.1	7.8	11.1	•	•	•	•
Return on Equity **34**	•	•	•	•	•	•	•	25.0	22.7	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	35.0	•	•	•	•	•
Profit Margin, Before Income Tax **36**	6.0	18.3	7.9	5.5	5.1	4.9	6.2	2.4	2.3	•	•	•	•
Profit Margin, After Income Tax **37**	5.6	18.2	7.7	5.2	4.8	4.5	5.8	2.1	2.0	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	5.2	7.6	6.4	8.2	10.0	8.4	10.6	2.6	2.6	2.1	
Operating Margin (%) **39**		0.6	0.4	•	1.9	7.3	3.3	5.3	7.3	4.4	•
Oper. Margin Before Officers Comp. (%) **40**		32.3	31.5	30.4	29.3	31.4	35.6	35.0	42.5	37.6	28.8
Average Net Receivables ($) **41**		10	10	6	7	7	9	8	8	5	9
Average Inventories ($) **42**		0	0	0	0	•	•	0	•	0	0
Average Net Worth ($) **43**		68	60	51	67	48	54	49	56	35	40
Current Ratio (×1) **44**		1.4	1.4	1.4	1.7	2.1	2.2	1.8	1.6	1.3	1.3
Quick Ratio (×1) **45**		1.1	1.0	1.1	1.5	1.9	1.9	1.5	1.4	1.0	1.0
Coverage Ratio (×1) **46**		7.4	8.2	11.1	9.2	16.0	15.6	24.3	24.7	22.2	11.6
Asset Turnover (×1) **47**		3.8	3.7	3.3	3.8	3.4	4.1	3.2	3.2	3.7	4.8
Operating Leverage **48**		•	0.6	•	•	3.9	0.5	1.6	1.4	0.6	•
Financial Leverage **49**		1.0	1.0	1.1	1.1	1.1	1.0	1.0	1.0	1.0	0.9
Total Leverage **50**		•	0.6	•	•	4.2	0.5	1.6	1.4	0.6	•

EDUCATIONAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	24043	1946	16404	2832	1337	740	574	138	39	24	4	3	3
Revenues ($ in Thousands)														
Net Sales	2	15111956	148666	2265382	1930139	1218443	1290697	2355514	1396809	1237866	1871442	319598	399423	677978
Portfolio Income	3	82597	1166	793	609	5511	4041	6555	5303	4296	12382	8433	6016	27489
Other Revenues	4	353421	456	36909	5814	38179	10818	55084	91965	31612	12400	6717	25217	38254
Total Revenues	5	15547974	150288	2303084	1936562	1262133	1305556	2417153	1494077	1273774	1896224	334748	430656	743721
Average Total Revenues	6	647	77	140	684	944	1764	4211	10827	32661	79009	83687	143552	247907
Operating Costs/Operating Income (%)														
Cost of Operations	7	25.1	13.8	12.2	10.7	41.1	9.0	15.4	10.4	56.5	60.5	34.4	32.5	13.5
Salaries and Wages	8	24.2	29.1	15.7	33.8	16.8	35.8	27.5	32.6	15.9	14.5	26.6	23.3	27.5
Taxes Paid	9	3.5	5.0	3.6	4.5	3.0	4.5	3.9	3.7	1.8	1.9	4.3	4.4	3.6
Interest Paid	10	1.2	1.6	0.3	0.9	1.2	0.9	1.1	1.2	0.9	1.6	2.0	2.1	3.2
Depreciation, Depletion, Amortization	11	2.6	1.4	2.9	1.5	2.0	2.0	2.1	2.3	1.7	2.3	2.4	4.1	11.2
Pensions and Other Benefits	12	2.1	0.4	1.7	2.1	0.5	1.8	1.9	4.3	0.8	1.8	2.6	5.8	4.4
Other	13	35.4	39.7	51.6	34.6	28.9	35.2	44.5	43.4	20.5	15.3	32.3	29.3	34.4
Officers Compensation	14	6.0	3.5	14.9	10.2	5.1	7.4	3.3	4.2	2.4	1.8	1.1	0.9	1.2
Operating Margin	15	•	5.5	•	1.8	1.6	3.5	0.3	•	•	0.4	•	•	1.2
Oper. Margin Before Officers Compensation	16	6.0	9.0	12.0	12.0	6.6	10.9	3.6	2.1	1.9	2.1	•	•	2.4
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	69	•	2	14	67	187	706	2033	3263	11962	16113	7143	53561
Inventories	18	9	•	0	0	3	8	82	49	770	706	160	4014	32127
Net Property, Plant and Equipment	19	97	•	12	66	119	198	483	2283	5590	8442	14190	46569	149212
Total Assets	20	323	•	25	171	344	732	2166	7194	15012	33645	69676	108198	544060

Notes and Loans Payable **21**	89	•	19	95	167	125	447	1975	3289	13825	16812	34570	27621
All Other Liabilities **22**	122	•	8	49	89	288	1096	2541	5817	15107	30729	33988	179739
Net Worth **23**	112	•	-2	27	87	318	622	2677	5906	4713	22134	39639	336700

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.3	•	1.2	0.8	1.6	1.5	1.1	1.3	1.5	1.1	1.3	2.0	2.4
Quick Ratio **25**	1.1	•	1.0	0.7	1.5	1.4	0.9	1.1	1.0	0.9	1.0	1.6	1.7
Net Sales to Working Capital **26**	17.8	•	•	•	19.2	12.9	32.6	12.6	12.7	•	11.6	5.6	2.2
Coverage Ratio **27**	3.5	5.1	•	3.4	5.3	6.2	3.6	5.0	3.8	2.0	0.5	3.5	4.2
Total Asset Turnover **28**	2.0	•	5.5	4.0	2.7	2.4	1.9	1.4	2.1	2.3	1.2	1.2	0.4
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	1.9
Receivables Turnover **30**	•	•	•	•	•	•	•	10.0	•	•	9.9	•	8.4
Total Liabilities to Net Worth **31**	1.9	•	•	5.3	2.9	1.3	2.5	1.7	1.6	6.1	2.2	1.7	0.6

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.5	•	•	84.1	74.6	56.5	71.3	62.8	60.7	86.0	68.2	63.4	38.1
Return on Assets **33**	7.7	•	•	12.1	16.8	13.3	7.6	8.6	6.8	7.5	1.1	8.9	5.6
Return on Equity **34**	13.4	•	•	•	•	25.5	17.2	18.0	8.8	17.0	•	13.5	3.9
Return Before Interest on Equity **35**	22.4	•	•	•	•	30.6	26.4	23.0	17.3	•	3.6	24.2	9.0
Profit Margin, Before Income Tax **36**	2.8	6.6	•	2.1	5.2	4.7	2.9	4.9	2.4	1.6	•	5.1	10.3
Profit Margin, After Income Tax **37**	2.4	6.6	•	2.1	5.1	4.7	2.6	4.8	1.6	1.0	•	4.0	5.8

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	27.2	26.1	27.8	31.1	29.6	30.2	30.0	26.0	26.8	25.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	2.6	2.3	5.3	4.5	2.8	4.1	3.9	3.8	4.6	6.0
Average Net Receivables ($) **41**	51	57	60	81	88	100	95	88	79	69
Average Inventories ($) **42**	5	6	6	7	9	6	10	7	8	9
Average Net Worth ($) **43**	54	68	62	91	99	88	102	114	109	112
Current Ratio (x1) **44**	1.3	1.3	1.4	1.4	1.4	1.3	1.2	1.2	1.2	1.3
Quick Ratio (x1) **45**	1.1	1.1	1.1	1.2	1.0	1.1	1.0	1.0	1.0	1.1
Coverage Ratio (x1) **46**	1.5	1.4	2.0	2.1	1.5	2.0	2.2	2.1	1.7	3.5
Asset Turnover (x1) **47**	1.7	1.5	1.6	1.7	1.5	1.7	1.7	1.8	1.9	2.0
Total Liabilities/Net Worth (x1) **48**	3.3	2.7	3.2	2.4	2.7	3.1	2.6	2.4	2.2	1.9
Return on Assets (x1) **49**	4.7	3.8	5.8	4.9	4.5	6.0	6.5	6.2	4.5	7.7
Return on Equity (%) **50**	•	•	7.3	5.7	3.0	8.0	9.7	8.1	2.9	13.4

EDUCATIONAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	12388	923	7783	1743	854	511	405	116	31	16	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	9800841	113299	1391824	480705	1022467	876119	1462021	1300022	1175353	1059119	•	•	•
Portfolio Income	3	51404	208	323	272	1489	3088	5066	5055	3121	7641	•	•	•
Other Revenues	4	286870	14	33571	491	34685	1846	43799	90702	30003	10455	•	•	•
Total Revenues	5	10139115	113521	1425718	481468	1058641	881053	1510886	1395779	1208477	1077215	•	•	•
Average Total Revenues	6	818	123	183	276	1240	1724	3731	12033	38983	67326	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	24.6	8.7	13.2	9.3	45.4	5.7	8.5	10.9	58.0	41.7	•	•	•
Salaries and Wages	8	23.1	34.9	14.7	18.1	15.0	31.1	33.9	31.7	15.2	20.3	•	•	•
Taxes Paid	9	3.5	5.4	3.3	3.5	2.7	3.9	4.9	3.5	1.7	2.9	•	•	•
Interest Paid	10	1.1	1.2	0.2	1.7	0.7	1.1	1.3	1.2	0.7	1.3	•	•	•
Depreciation, Depletion, Amortization	11	2.8	0.3	2.4	2.9	1.5	2.4	2.0	2.3	1.6	3.3	•	•	•
Pensions and Other Benefits	12	2.0	•	1.0	0.5	0.5	1.1	2.2	4.6	0.7	2.4	•	•	•
Other	13	33.7	32.7	49.2	44.2	25.3	34.5	40.0	43.0	18.9	22.4	•	•	•
Officers Compensation	14	4.9	2.3	12.9	5.6	3.4	8.4	3.6	3.7	2.4	2.3	•	•	•
Operating Margin	15	4.5	14.7	3.1	14.3	5.6	11.7	3.6	•	0.9	3.3	•	•	•
Oper. Margin Before Officers Compensation	16	9.4	17.0	16.1	19.8	9.0	20.1	7.2	2.8	3.3	5.7	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	92	•	5	21	89	36	717	1938	3781	11792	•	•	•
Inventories	18	14	•	0	•	2	10	98	56	663	942	•	•	•
Net Property, Plant and Equipment	19	141	•	9	53	97	235	467	2647	6464	9586	•	•	•
Total Assets	20	461	•	27	181	326	713	2128	7457	15396	35106	•	•	•

Notes and Loans Payable **21**	104	•	14	61	102	107	504	2288	3457	8576	•	•	•
All Other Liabilities **22**	154	•	9	46	102	179	866	2143	6918	14771	•	•	•
Net Worth **23**	203	•	4	74	122	428	758	3026	5022	11759	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.4	1.3	1.8	1.9	1.5	1.4	1.4	1.1	•	•	•
Quick Ratio **25**	1.2	•	1.3	1.1	1.8	1.8	1.1	1.1	1.0	0.9	•	•	•
Net Sales to Working Capital **26**	11.4	•	43.7	22.2	17.1	9.8	9.6	11.5	17.1	40.3	•	•	•
Coverage Ratio **27**	8.0	13.9	•	9.4	13.6	11.8	6.6	6.3	6.3	4.8	•	•	•
Total Asset Turnover **28**	1.7	•	6.6	1.5	3.7	2.4	1.7	1.5	2.5	1.9	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	6.3	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	6.1	1.5	1.7	0.7	1.8	1.5	2.1	2.0	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	55.9	•	85.9	59.3	62.7	40.0	64.4	59.4	67.4	66.5	•	•	•
Return on Assets **33**	15.4	•	38.3	24.6	36.3	32.2	14.0	11.5	10.8	11.7	•	•	•
Return on Equity **34**	27.8	•	•	•	•	•	31.0	23.4	22.1	21.9	•	•	•
Return Before Interest on Equity **35**	35.0	•	•	•	•	•	•	28.3	33.2	•	•	•	•
Profit Margin, Before Income Tax **36**	7.9	14.9	5.6	14.4	9.2	12.3	7.0	6.4	3.7	4.9	•	•	•
Profit Margin, After Income Tax **37**	7.2	14.9	5.4	14.3	9.1	12.3	6.5	6.3	2.9	3.9	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

		1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	25.5	27.6	29.7	27.0	32.6	30.7	31.2	29.1	30.0	24.6	
Operating Margin (%) **39**		•	1.8	2.4	3.9	2.9	3.1	3.9	3.8	4.1	4.5
Oper. Margin Before Officers Comp. (%) **40**		6.4	8.7	9.4	11.5	8.5	8.8	8.6	9.1	10.5	9.4
Average Net Receivables ($) **41**		87	74	101	70	77	96	110	95	100	92
Average Inventories ($) **42**		7	5	9	8	10	6	13	9	10	14
Average Net Worth ($) **43**		126	140	110	118	149	150	140	169	172	203
Current Ratio (×1) **44**		1.5	1.5	1.5	1.4	1.6	1.4	1.3	1.4	1.3	1.5
Quick Ratio (×1) **45**		1.2	1.3	1.3	1.2	1.2	1.1	1.1	1.1	1.1	1.2
Coverage Ratio (×1) **46**		4.6	5.2	5.5	7.9	6.1	5.4	6.3	7.2	7.7	8.0
Asset Turnover (×1) **47**		1.7	1.7	1.7	2.0	1.8	1.8	1.8	2.0	2.3	1.7
Operating Leverage **48**		0.2	•	1.3	1.7	0.8	1.1	1.3	1.0	1.1	1.1
Financial Leverage **49**		1.0	1.1	1.1	1.1	1.0	1.0	1.1	1.0	1.0	1.0
Total Leverage **50**		0.2	•	1.4	1.9	0.7	1.0	1.4	1.0	1.1	1.1

SOCIAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	15198	222	11800	1718	1274	40	120	9	11	•	3	•	•
Revenues ($ in Thousands)														
Net Sales	2	5335467	1055	1623352	778776	642980	69762	673943	186569	519425	•	839605	•	•
Portfolio Income	3	14048	•	2479	301	3097	•	1028	•	708	•	6436	•	•
Other Revenues	4	48852	•	1744	-116	22511	708	8632	262	6687	•	8423	•	•
Total Revenues	5	5398367	1055	1627575	778961	668588	70470	683603	186831	526820	•	854464	•	•
Average Total Revenues	6	355	5	138	453	525	1762	5697	20759	47893	•	284821	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	16.7	•	6.5	14.3	5.4	15.7	41.0	•	47.5	•	12.6	•	•
Salaries and Wages	8	32.3	•	35.1	31.2	38.0	27.4	12.9	55.4	19.4	•	42.7	•	•
Taxes Paid	9	5.9	4.2	5.7	6.6	5.6	17.6	4.1	6.7	6.4	•	5.8	•	•
Interest Paid	10	1.7	•	0.9	1.3	2.5	0.4	1.2	0.8	1.6	•	3.9	•	•
Depreciation, Depletion, Amortization	11	2.8	•	2.2	2.5	2.9	3.3	1.7	1.3	1.0	•	6.2	•	•
Pensions and Other Benefits	12	1.8	•	1.1	1.1	2.1	3.1	3.5	6.3	2.1	•	0.9	•	•
Other	13	29.4	•	32.9	35.6	30.9	25.1	30.3	21.2	16.4	•	25.1	•	•
Officers Compensation	14	7.3	•	13.6	10.9	8.0	8.9	1.2	2.7	1.4	•	0.8	•	•
Operating Margin	15	2.2	•	2.1	•	4.8	•	4.2	5.7	4.2	•	2.2	•	•
Oper. Margin Before Officers Compensation	16	9.5	•	15.7	7.6	12.8	7.4	5.4	8.4	5.7	•	2.9	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	21	•	0	21	43	138	587	2794	6279	•	18216	•	•
Inventories	18	1	•	0	0	0	•	•	•	•	•	6556	•	•
Net Property, Plant and Equipment	19	83	•	9	109	180	290	1256	1860	3265	•	173493	•	•
Total Assets	20	149	•	19	163	303	534	2673	8705	18186	•	251178	•	•

Notes and Loans Payable **21**	82	•	14	170	190	4	988	3898	8550	•	101997	•	•
All Other Liabilities **22**	32	•	4	34	49	154	826	2127	6000	•	40930	•	•
Net Worth **23**	35	•	2	-42	64	376	859	2679	3636	•	108252	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	0.9	0.9	1.5	1.3	2.9	1.5	1.9	•	0.9	•	•
Quick Ratio **25**	1.2	•	0.8	0.8	1.4	1.3	2.5	1.4	1.8	•	0.7	•	•
Net Sales to Working Capital **26**	28.8	•	•	•	19.7	41.0	6.8	17.9	8.0	•	•	•	•
Coverage Ratio **27**	3.0	•	3.7	•	4.6	•	5.8	8.6	4.5	•	2.0	•	•
Total Asset Turnover **28**	2.4	•	7.1	2.8	1.7	3.3	2.1	2.4	2.6	•	1.1	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	3.2	•	9.8	•	3.8	0.4	2.1	2.3	4.0	•	1.3	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	76.3	•	90.7	•	79.0	29.6	67.9	69.2	80.0	•	56.9	•	•
Return on Assets **33**	11.9	•	23.3	•	18.7	•	14.2	15.9	18.9	•	8.7	•	•
Return on Equity **34**	29.3	•	•	37.0	•	•	36.5	30.0	•	•	8.7	•	•
Return Before Interest on Equity **35**	•	•	•	22.6	•	•	•	•	•	•	20.1	•	•
Profit Margin, Before Income Tax **36**	3.4	•	2.4	•	8.8	•	5.6	5.9	5.7	•	3.9	•	•
Profit Margin, After Income Tax **37**	3.0	•	2.3	•	8.2	•	5.6	3.9	4.1	•	3.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	16.6	12.2	13.5	13.6	11.6	15.2	21.3	16.0	26.3	16.7
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	2.6	2.2
Oper. Margin Before Officers Comp. (%) **40**	•	2.8	•	•	3.6	2.9	4.1	4.1	9.8	9.5
Average Net Receivables ($) **41**	10	11	17	27	13	15	7	11	20	21
Average Inventories ($) **42**	0	1	2	5	1	1	1	1	1	1
Average Net Worth ($) **43**	43	39	43	59	24	28	19	14	27	35
Current Ratio (x1) **44**	1.1	1.5	0.5	0.2	1.1	1.0	0.5	0.5	1.4	1.4
Quick Ratio (x1) **45**	1.0	1.4	0.4	0.2	1.0	0.8	0.4	0.5	1.2	1.2
Coverage Ratio (x1) **46**	1.4	1.5	1.2	1.0	1.4	0.6	1.3	0.9	3.3	3.0
Asset Turnover (x1) **47**	1.4	1.1	0.7	0.3	1.9	1.7	2.2	2.1	3.0	2.4
Total Liabilities/Net Worth (x1) **48**	2.3	2.7	4.7	14.9	5.3	6.8	5.9	9.2	4.0	3.2
Return on Assets (x1) **49**	7.6	8.4	5.4	3.7	8.1	3.1	8.8	5.6	12.8	11.9
Return on Equity (%) **50**	4.0	7.0	2.8	•	7.5	•	7.5	•	40.2	29.3

SOCIAL SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	8450	•	6524	760	1082	•	64	9	7	•	3	•	•
Revenues ($ in Thousands)														
Net Sales	2	4193087	•	1170028	335672	613043	•	529456	186569	518714	•	839605	•	•
Portfolio Income	3	10281	•	142	123	3097	•	•	•	483	•	6436	•	•
Other Revenues	4	47815	•	1333	31	22511	•	8568	262	6687	•	8423	•	•
Total Revenues	5	4251183	•	1171503	335826	638651	•	538024	186831	525884	•	854464	•	•
Average Total Revenues	6	503	•	180	442	590	•	8407	20759	75126	•	284821	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	17.6	•	6.3	•	5.7	•	52.1	•	47.5	•	12.6	•	•
Salaries and Wages	8	32.9	•	34.2	38.9	36.9	•	11.6	55.4	19.4	•	42.7	•	•
Taxes Paid	9	5.8	•	5.4	8.1	5.4	•	4.5	6.7	6.4	•	5.8	•	•
Interest Paid	10	1.7	•	0.6	2.0	2.3	•	0.2	0.8	1.6	•	3.9	•	•
Depreciation, Depletion, Amortization	11	2.6	•	1.5	3.7	2.5	•	1.0	1.3	1.0	•	6.2	•	•
Pensions and Other Benefits	12	2.0	•	1.3	•	2.2	•	4.5	6.3	2.1	•	0.9	•	•
Other	13	26.2	•	30.7	35.0	30.7	•	18.7	21.2	16.3	•	25.1	•	•
Officers Compensation	14	6.6	•	14.8	8.1	8.3	•	1.6	2.7	1.4	•	0.8	•	•
Operating Margin	15	4.7	•	5.2	4.3	6.1	•	5.9	5.7	4.4	•	2.2	•	•
Oper. Margin Before Officers Compensation	16	11.3	•	20.0	12.4	14.4	•	7.4	8.4	5.8	•	2.9	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	31	•	0	5	50	•	819	2794	9839	•	18216	•	•
Inventories	18	2	•	0	•	0	•	•	•	•	•	6556	•	•
Net Property, Plant and Equipment	19	109	•	7	102	156	•	1044	1860	3439	•	173493	•	•
Total Assets	20	200	•	18	143	300	•	2683	8705	19982	•	251178	•	•

Notes and Loans Payable	21	90	•	6	105	164	•	408	3898	12902	•	101997	•	•
All Other Liabilities	22	50	•	5	38	58	•	1438	2127	9155	•	40930	•	•
Net Worth	23	61	•	6	-0	78	•	837	2679	-2075	•	108252	•	•

Selected Financial Ratios (Times to 1)

Current Ratio	24	1.3	•	1.5	0.8	1.5	•	2.9	1.5	1.3	•	0.9	•	•
Quick Ratio	25	1.2	•	1.4	0.8	1.5	•	2.2	1.4	1.2	•	0.7	•	•
Net Sales to Working Capital	26	34.0	•	•	•	18.1	•	9.0	17.9	25.1	•	•	•	•
Coverage Ratio	27	4.6	•	9.5	3.2	5.5	•	•	8.6	4.6	•	2.0	•	•
Total Asset Turnover	28	2.5	•	10.1	3.1	1.9	•	3.1	2.4	3.7	•	1.1	•	•
Inventory Turnover	29	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover	30	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth	31	2.3	•	1.8	•	2.8	•	2.2	2.3	•	•	1.3	•	•

Selected Financial Factors (in Percentages)

Debt Ratio	32	69.6	•	63.7	•	73.9	•	68.8	69.2	•	•	56.9	•	•
Return on Assets	33	19.2	•	•	19.4	23.8	•	23.7	15.9	27.3	•	8.7	•	•
Return on Equity	34	•	•	•	•	•	•	•	30.0	•	•	8.7	•	•
Return Before Interest on Equity	35	•	•	•	•	•	•	•	•	•	•	20.1	•	•
Profit Margin, Before Income Tax	36	6.1	•	5.3	4.3	10.3	•	7.5	5.9	5.8	•	3.9	•	•
Profit Margin, After Income Tax	37	5.5	•	5.2	4.2	9.7	•	7.5	3.9	4.2	•	3.4	•	•

Trends in Selected Ratios and Factors, 1989-1998

			1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%)	38	10.9	12.3	13.6	10.3	12.9	11.9	25.6	16.9	29.0	17.6	
Operating Margin (%)	39		•	•	•	•	3.2	4.8	6.1	4.9	4.4	4.7
Oper. Margin Before Officers Comp. (%)	40		5.0	7.7	1.4	•	8.7	13.6	10.2	10.2	9.6	11.3
Average Net Receivables ($)	41		12	18	27	25	24	25	13	17	29	31
Average Inventories ($)	42		1	1	4	3	2	2	2	2	2	2
Average Net Worth ($)	43		83	92	76	48	89	65	51	45	59	61
Current Ratio (×1)	44		1.5	2.2	0.5	0.9	1.6	1.5	1.1	1.4	1.7	1.3
Quick Ratio (×1)	45		1.4	2.0	0.4	0.7	1.4	1.3	0.9	1.2	1.4	1.2
Coverage Ratio (×1)	46		2.6	2.5	2.0	6.2	4.8	5.3	5.7	4.2	5.2	4.6
Asset Turnover (×1)	47		1.3	1.1	0.6	2.2	2.0	2.3	3.2	3.0	3.2	2.5
Operating Leverage	48		•	0.4	2.2	2.9	•	1.5	1.3	0.8	0.9	1.1
Financial Leverage	49		1.0	1.0	0.8	1.7	0.9	1.1	1.1	0.9	1.1	1.0
Total Leverage	50		•	0.4	1.8	4.8	•	1.6	1.4	0.7	1.0	1.0

MEMBERSHIP ORGANIZATIONS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	13233	1089	8699	1475	816	601	403	65	62	15	5	3	•
Revenues ($ in Thousands)														
Net Sales	2	6047129	13610	379053	439472	141408	621328	925197	377360	890206	614704	1013956	630835	•
Portfolio Income	3	93219	19	2467	1483	2167	9843	11303	6213	13521	15181	7984	23041	•
Other Revenues	4	820733	274	13399	115707	73632	34323	134675	14596	205998	38077	7045	183003	•
Total Revenues	5	6961081	13903	394919	556662	217207	665494	1071175	398169	1109725	667962	1028985	836879	•
Average Total Revenues	6	526	13	45	377	266	1107	2658	6126	17899	44531	205797	278960	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	39.1	•	39.4	25.1	13.2	6.9	19.6	20.0	50.1	57.9	79.3	28.5	•
Salaries and Wages	8	19.3	4.8	8.2	22.5	19.0	14.2	18.3	27.3	24.8	16.6	8.3	38.6	•
Taxes Paid	9	2.7	8.9	2.0	3.8	4.8	2.5	2.7	3.7	2.9	2.1	1.1	4.1	•
Interest Paid	10	0.7	5.0	0.4	1.8	2.1	0.6	0.7	0.4	0.8	0.2	0.6	0.3	•
Depreciation, Depletion, Amortization	11	2.6	2.5	0.9	3.6	4.1	2.6	3.7	3.7	2.6	2.7	0.5	3.7	•
Pensions and Other Benefits	12	7.1	•	•	3.0	•	2.0	31.5	2.5	4.3	3.0	0.9	5.6	•
Other	13	42.1	99.0	59.8	56.1	•	76.3	37.9	46.0	34.6	23.3	9.9	54.0	•
Officers Compensation	14	1.6	•	3.1	8.6	•	0.4	1.1	2.3	2.4	0.7	0.1	0.2	•
Operating Margin	15	•	•	•	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	•	•	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	51	•	2	18	28	59	205	293	3017	3913	33275	22473	•
Inventories	18	7	•	0	1	2	7	13	104	816	681	750	3508	•
Net Property, Plant and Equipment	19	139	•	1	72	169	237	1151	2960	4128	16585	15341	66037	•
Total Assets	20	392	•	16	163	353	671	2410	7505	15205	35014	70460	276725	•

Notes and Loans Payable **21**	47	•	4	65	115	91	328	365	1711	1189	10047	6075	•
All Other Liabilities **22**	176	•	7	49	88	247	798	2890	8436	14616	48324	162169	•
Net Worth **23**	168	•	5	49	150	334	1284	4250	5059	19210	12089	108482	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.2	•	1.9	1.5	2.0	1.5	1.3	0.6	1.1	1.3	1.3	1.0	•
Quick Ratio **25**	1.0	•	1.8	1.4	1.9	1.3	1.1	0.4	0.9	1.1	1.2	0.5	•
Net Sales to Working Capital **26**	15.2	•	6.5	10.0	1.9	9.6	11.6	•	28.2	12.6	22.2	•	•
Coverage Ratio **27**	0.9	•	•	2.3	•	3.9	1.3	0.1	3.6	•	2.4	•	•
Total Asset Turnover **28**	1.2	•	2.7	1.8	0.5	1.5	1.0	0.8	1.0	1.2	2.9	0.8	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.5	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	2.0	2.4	1.4	1.0	0.9	0.8	2.0	0.8	4.8	1.6	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.1	•	66.6	70.2	57.4	50.3	46.8	43.4	66.7	45.1	82.9	60.8	•
Return on Assets **33**	0.7	•	•	7.4	•	3.6	0.9	•	2.7	2.7	4.1	•	•
Return on Equity **34**	•	•	•	9.3	•	3.7	•	•	3.3	3.4	9.1	•	•
Return Before Interest on Equity **35**	1.5	•	•	24.8	•	7.2	1.6	•	8.1	4.9	23.9	•	•
Profit Margin, Before Income Tax **36**	•	•	•	2.3	•	1.7	0.2	•	2.0	2.1	0.8	•	•
Profit Margin, After Income Tax **37**	•	•	•	1.5	•	1.2	•	•	1.2	1.6	0.6	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	44.6	44.7	41.8	46.6	48.8	59.8	47.9	40.2	39.6	39.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	37	29	23	50	26	27	41	50	53	51
Average Inventories ($) **42**	4	6	4	7	2	4	6	9	7	7
Average Net Worth ($) **43**	74	83	68	85	79	91	137	174	176	168
Current Ratio (×1) **44**	1.1	1.3	1.3	1.2	1.1	1.2	1.3	1.4	1.3	1.2
Quick Ratio (×1) **45**	1.0	1.0	1.1	0.9	0.9	1.0	1.1	1.1	1.0	1.0
Coverage Ratio (×1) **46**	•	1.8	1.0	0.5	1.7	1.0	3.0	3.6	2.5	0.9
Asset Turnover (×1) **47**	1.2	1.2	1.4	1.5	1.7	1.5	1.4	1.2	1.2	1.2
Total Liabilities/Net Worth (×1) **48**	2.4	1.9	2.2	2.3	1.5	1.4	1.2	1.2	1.3	1.3
Return on Assets (×1) **49**	•	4.1	2.4	1.0	2.4	1.2	3.3	3.2	2.4	0.7
Return on Equity (%) **50**	•	2.0	•	•	0.7	•	3.1	2.8	0.8	•

MEMBERSHIP ORGANIZATIONS

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	6131	•	•	1069	323	320	238	19	•	11	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	3252133	•	•	361706	56009	177838	456808	97911	•	580735	•	•	•
Portfolio Income	3	58778	•	•	1282	2157	8787	8780	2146	•	14802	•	•	•
Other Revenues	4	337344	•	•	113745	10587	21918	20478	1155	•	9231	•	•	•
Total Revenues	5	3648255	•	•	476733	68753	208543	486066	101212	•	604768	•	•	•
Average Total Revenues	6	595	•	•	446	213	652	2042	5327	•	54979	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	41.2	•	•	26.8	•	19.2	35.0	4.8	•	59.8	•	•	•
Salaries and Wages	8	20.0	•	•	25.3	15.2	28.5	13.8	32.5	•	14.2	•	•	•
Taxes Paid	9	2.8	•	•	3.6	2.6	5.2	3.0	4.2	•	2.1	•	•	•
Interest Paid	10	0.6	•	•	1.5	3.8	1.3	0.5	0.6	•	0.2	•	•	•
Depreciation, Depletion, Amortization	11	2.6	•	•	3.3	3.8	6.2	2.2	3.8	•	1.7	•	•	•
Pensions and Other Benefits	12	3.2	•	•	3.6	•	3.4	1.2	4.8	•	2.8	•	•	•
Other	13	34.7	•	•	51.2	82.2	39.0	42.3	47.6	•	20.0	•	•	•
Officers Compensation	14	2.2	•	•	10.3	•	1.2	1.2	•	•	0.7	•	•	•
Operating Margin	15	•	•	•	•	•	•	0.7	1.8	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	•	•	•	•	•	•	1.9	1.8	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	68	•	•	11	11	56	286	320	•	4776	•	•	•
Inventories	18	7	•	•	1	•	6	14	147	•	677	•	•	•
Net Property, Plant and Equipment	19	144	•	•	72	143	245	755	3137	•	10205	•	•	•
Total Assets	20	444	•	•	173	358	687	2069	6926	•	33951	•	•	•

Notes and Loans Payable **21**	41	•	•	65	75	80	140	669	•	575	•	•	•
All Other Liabilities **22**	213	•	•	63	42	220	648	2735	•	18858	•	•	•
Net Worth **23**	190	•	•	45	242	387	1281	3522	•	14519	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	•	1.5	9.5	2.1	1.5	0.7	•	1.4	•	•	•
Quick Ratio **25**	1.2	•	•	1.4	9.2	1.8	1.4	0.4	•	1.2	•	•	•
Net Sales to Working Capital **26**	8.3	•	•	9.9	1.0	3.2	5.3	•	•	11.9	•	•	•
Coverage Ratio **27**	9.1	•	•	5.1	5.0	10.8	•	9.5	•	•	•	•	•
Total Asset Turnover **28**	1.2	•	•	2.0	0.5	0.8	0.9	0.8	•	1.6	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	3.3	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.3	•	•	2.8	0.5	0.8	0.6	1.0	•	1.3	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	57.2	•	•	73.9	32.5	43.7	38.1	49.2	•	57.2	•	•	•
Return on Assets **33**	6.5	•	•	15.2	9.2	11.6	7.1	4.1	•	4.3	•	•	•
Return on Equity **34**	10.5	•	•	39.7	9.0	16.0	7.6	4.9	•	7.4	•	•	•
Return Before Interest on Equity **35**	15.1	•	•	•	13.7	20.6	11.4	8.1	•	10.0	•	•	•
Profit Margin, Before Income Tax **36**	4.8	•	•	6.3	15.3	13.0	7.1	4.9	•	2.6	•	•	•
Profit Margin, After Income Tax **37**	3.8	•	•	5.3	12.5	11.1	5.1	3.4	•	2.0	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	51.8	43.5	38.7	46.1	57.6	55.9	46.8	38.2	21.4	41.2
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	•	•	•	•	•	•	•	•	•	•
Average Net Receivables ($) **41**	54	39	38	44	24	18	48	86	75	68
Average Inventories ($) **42**	5	8	6	11	2	2	10	16	13	7
Average Net Worth ($) **43**	110	127	119	144	101	110	186	258	267	190
Current Ratio (×1) **44**	1.1	1.4	1.4	1.4	1.2	1.3	1.4	1.4	1.3	1.4
Quick Ratio (×1) **45**	1.0	1.1	1.2	1.0	1.0	1.1	1.1	1.1	1.1	1.2
Coverage Ratio (×1) **46**	6.7	4.5	5.5	7.6	6.4	7.6	8.6	7.6	8.6	9.1
Asset Turnover (×1) **47**	1.3	1.3	1.4	1.4	1.8	1.5	1.5	1.3	1.0	1.2
Operating Leverage **48**	1.4	1.4	1.3	0.6	0.7	1.4	0.9	2.0	0.7	0.6
Financial Leverage **49**	1.0	1.0	1.0	1.1	1.1	1.0	1.0	0.9	1.0	1.1
Total Leverage **50**	1.4	1.4	1.3	0.6	0.8	1.4	0.9	1.8	0.6	0.6

ARCHITECTURAL AND ENGINEERING SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	62020	4492	43078	7554	3029	1600	1826	216	139	33	25	15	13
Revenues ($ in Thousands)														
Net Sales	2	68183686	354074	10319268	6942332	4919092	4153707	11179470	3875607	5095457	2190734	2933149	4176814	12043982
Portfolio Income	3	365605	15455	17522	26286	16771	10420	31981	12651	16342	12912	14029	37893	153344
Other Revenues	4	901202	-1194	89347	17970	29855	21963	120093	274350	54172	22707	44255	60022	167660
Total Revenues	5	69450493	368335	10426137	6986588	4965718	4186090	11331544	4162608	5165971	2226353	2991433	4274729	12364986
Average Total Revenues	6	1120	82	242	925	1639	2616	6206	19271	37165	67465	119657	284982	951153
Operating Costs/Operating Income (%)														
Cost of Operations	7	42.1	49.2	19.2	34.6	31.2	43.9	31.9	45.7	46.1	48.4	50.9	62.5	66.2
Salaries and Wages	8	20.2	18.0	22.2	21.4	26.8	18.3	26.1	24.5	21.6	15.6	18.0	13.7	12.0
Taxes Paid	9	3.7	3.2	4.4	4.4	3.9	3.5	4.4	3.3	3.6	3.5	3.3	3.0	2.6
Interest Paid	10	0.9	1.2	0.5	0.6	0.6	0.7	0.9	0.8	0.9	1.0	1.1	1.1	1.3
Depreciation, Depletion, Amortization	11	1.8	2.5	1.6	1.8	1.8	2.3	1.8	2.0	1.8	1.8	3.1	1.6	1.6
Pensions and Other Benefits	12	3.3	2.0	2.9	3.1	3.1	3.3	4.2	3.3	3.7	2.4	3.5	4.2	2.8
Other	13	20.0	27.1	26.8	21.5	18.5	19.4	21.2	22.6	19.3	25.2	18.2	12.8	14.0
Officers Compensation	14	7.8	5.5	20.3	10.6	13.9	6.8	8.1	3.4	2.8	2.5	2.4	2.6	0.8
Operating Margin	15	0.2	•	2.3	2.0	0.2	2.0	1.5	•	0.3	•	•	•	•
Oper. Margin Before Officers Compensation	16	8.0	•	22.5	12.6	14.1	8.7	9.6	•	3.1	2.1	2.1	1.0	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	130	•	3	19	115	198	725	3256	6582	12392	27355	54439	176494
Inventories	18	13	•	0	3	11	44	94	317	1305	1571	1341	3271	10622
Net Property, Plant and Equipment	19	82	•	10	57	86	203	469	1295	3650	6757	13553	21518	87688
Total Assets	20	409	•	26	155	348	744	1980	7519	15761	32762	70609	147702	639044

Notes and Loans Payable **21**	131	•	20	90	126	254	726	2064	4620	9861	21675	31101	157491
All Other Liabilities **22**	145	•	8	24	97	265	679	2946	5780	10935	27790	58303	243926
Net Worth **23**	133	•	-1	41	125	225	576	2508	5361	11965	21144	58298	237627

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.1	1.8	1.5	1.4	1.4	1.6	1.7	1.2	1.7	1.4	1.3
Quick Ratio **25**	1.1	•	1.0	1.4	1.3	1.1	1.1	1.2	1.2	1.0	1.4	1.1	0.8
Net Sales to Working Capital **26**	15.6	•	•	28.8	21.2	19.0	18.1	9.0	8.3	17.7	6.3	11.8	11.6
Coverage Ratio **27**	3.4	•	7.2	5.7	2.8	5.3	4.1	3.2	2.9	2.3	2.6	1.7	2.0
Total Asset Turnover **28**	2.7	•	9.1	5.9	4.7	3.5	3.1	2.4	2.3	2.0	1.7	1.9	1.5
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	8.6	•	•
Total Liabilities to Net Worth **31**	2.1	•	•	2.8	1.8	2.3	2.4	2.0	1.9	1.7	2.3	1.5	1.7

Selected Financial Factors (in Percentages)

Debt Ratio **32**	67.5	•	•	73.3	64.0	69.8	70.9	66.7	66.0	63.5	70.1	60.5	62.8
Return on Assets **33**	8.0	•	34.6	18.9	8.1	11.9	11.8	6.2	6.1	4.7	4.4	3.6	3.8
Return on Equity **34**	13.3	•	•	•	11.4	26.9	25.8	7.1	7.1	4.4	4.2	0.5	2.2
Return Before Interest on Equity **35**	24.5	•	•	•	22.4	•	•	18.7	18.0	12.8	14.8	9.1	10.3
Profit Margin, Before Income Tax **36**	2.1	•	3.3	2.6	1.1	2.8	2.9	1.8	1.7	1.3	1.6	0.8	1.3
Profit Margin, After Income Tax **37**	1.6	•	3.2	2.4	0.9	2.3	2.4	1.0	1.0	0.8	0.8	0.1	0.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	40.8	40.0	39.5	43.6	46.2	47.8	50.3	47.0	47.3	42.1
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	0.2
Oper. Margin Before Officers Comp. (%) **40**	8.6	7.2	8.5	7.4	7.5	7.0	6.6	6.0	6.7	8.0
Average Net Receivables ($) **41**	62	62	72	95	99	128	123	131	154	130
Average Inventories ($) **42**	9	10	9	12	11	14	15	14	16	13
Average Net Worth ($) **43**	75	72	82	99	109	93	127	127	157	133
Current Ratio (×1) **44**	1.4	1.4	1.5	1.4	1.6	1.3	1.5	1.5	1.6	1.4
Quick Ratio (×1) **45**	1.1	1.1	1.1	1.1	1.2	1.0	1.2	1.2	1.2	1.1
Coverage Ratio (×1) **46**	2.7	1.8	2.9	2.9	3.0	2.5	2.4	2.6	3.3	3.4
Asset Turnover (×1) **47**	2.6	2.7	2.6	2.4	2.3	2.3	2.3	2.4	2.4	2.7
Total Liabilities/Net Worth (×1) **48**	2.1	2.3	2.0	2.1	1.7	2.9	2.0	2.0	1.9	2.1
Return on Assets (×1) **49**	10.0	6.1	8.3	7.7	9.2	9.6	6.9	5.6	7.3	8.0
Return on Equity (%) **50**	12.5	2.2	10.6	10.6	11.9	16.2	8.2	6.6	11.2	13.3

ARCHITECTURAL AND ENGINEERING SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	36281	1474	25521	4203	2190	1202	1364	169	105	15	20	8	9
Revenues ($ in Thousands)														
Net Sales	2	49552372	153193	7080353	4180077	4095388	3166987	8921708	3285148	4017487	1167463	2393464	2671849	8419254
Portfolio Income	3	227437	14099	12743	13551	13721	6247	24500	9057	6753	7029	12557	12434	94745
Other Revenues	4	681225	•	69422	10060	20856	15596	104867	257811	44016	11905	52047	33137	61510
Total Revenues	5	50461034	167292	7162518	4203688	4129965	3188830	9051075	3552016	4068256	1186397	2458068	2717420	8575509
Average Total Revenues	6	1391	113	281	1000	1886	2653	6636	21018	38745	79093	122903	339678	952834
Operating Costs/Operating Income (%)														
Cost of Operations	7	39.7	25.4	16.6	22.9	27.0	33.7	30.3	49.8	50.2	27.9	51.6	63.6	67.9
Salaries and Wages	8	20.6	15.0	21.5	25.6	30.2	21.3	26.4	22.1	18.5	22.9	16.5	12.7	10.2
Taxes Paid	9	3.9	3.6	4.4	4.6	4.1	4.1	4.2	3.5	3.8	3.2	3.3	3.3	3.0
Interest Paid	10	0.7	1.0	0.4	0.4	0.5	0.6	0.9	0.8	0.7	0.5	1.0	0.7	1.1
Depreciation, Depletion, Amortization	11	1.7	1.8	1.6	1.6	1.9	2.6	1.6	2.0	1.6	1.6	3.3	1.4	1.0
Pensions and Other Benefits	12	3.5	2.9	2.5	3.0	3.1	4.2	4.5	3.6	3.5	2.3	3.7	5.1	2.8
Other	13	19.3	18.2	27.0	26.6	18.5	22.1	20.2	18.5	15.7	36.4	17.0	8.9	11.5
Officers Compensation	14	7.5	8.9	19.4	9.3	13.1	7.4	8.2	3.4	2.4	2.6	2.7	2.9	1.0
Operating Margin	15	3.2	23.3	6.7	6.1	1.7	4.3	3.8	•	3.6	2.6	0.9	1.5	1.7
Oper. Margin Before Officers Compensation	16	10.7	32.1	26.0	15.4	14.8	11.6	12.0	•	6.0	5.2	3.6	4.4	2.6
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	162	•	2	24	122	210	710	3338	7524	12196	27804	65425	179746
Inventories	18	15	•	0	1	3	36	113	333	1289	1629	1347	1996	6792
Net Property, Plant and Equipment	19	90	•	12	54	85	239	445	1425	3306	6442	14326	18721	57644
Total Assets	20	447	•	31	158	355	736	1938	7731	15771	32207	70131	152838	488962

Notes and Loans Payable **21**	114	•	15	50	99	250	570	2025	4148	7955	18416	31193	81491
All Other Liabilities **22**	165	•	7	20	100	196	616	3045	5544	11211	26093	56096	244810
Net Worth **23**	168	•	9	89	156	290	752	2661	6079	13041	25622	65549	162661

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.5	2.3	1.6	1.7	1.6	1.6	1.8	1.5	1.6	1.4	1.4
Quick Ratio **25**	1.2	•	1.4	1.9	1.4	1.4	1.3	1.3	1.4	1.2	1.3	1.1	1.0
Net Sales to Working Capital **26**	14.5	•	•	23.6	23.5	16.7	14.2	9.4	7.5	10.6	7.6	12.7	13.8
Coverage Ratio **27**	8.0	•	•	•	6.1	9.2	6.7	6.9	8.1	9.4	4.5	5.9	4.3
Total Asset Turnover **28**	3.1	•	8.9	6.3	5.3	3.6	3.4	2.5	2.4	2.4	1.7	2.2	1.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	8.6	•	•
Total Liabilities to Net Worth **31**	1.7	•	2.4	0.8	1.3	1.5	1.6	1.9	1.6	1.5	1.7	1.3	2.0

Selected Financial Factors (in Percentages)

Debt Ratio **32**	62.4	•	70.9	43.8	56.1	60.6	61.2	65.6	61.5	59.5	63.5	57.1	66.7
Return on Assets **33**	17.4	•	•	•	16.2	19.8	20.6	13.5	13.6	11.4	7.8	8.4	8.8
Return on Equity **34**	35.1	•	•	•	27.5	39.8	•	26.5	25.4	19.6	11.7	10.8	14.1
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	28.2	21.4	19.5	26.4
Profit Margin, Before Income Tax **36**	5.0	32.5	7.9	6.7	2.6	4.9	5.2	4.6	4.9	4.2	3.6	3.2	3.5
Profit Margin, After Income Tax **37**	4.3	32.1	7.7	6.3	2.3	4.4	4.6	3.6	4.0	3.3	2.5	2.1	2.5

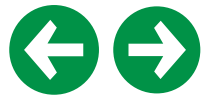
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	39.3	38.5	37.5	42.8	47.4	47.0	51.2	46.0	47.5	39.7
Operating Margin (%) **39**	3.3	2.2	2.6	3.1	3.6	3.3	3.3	2.2	3.8	3.2
Oper. Margin Before Officers Comp. (%) **40**	12.2	12.1	12.0	10.6	10.8	10.6	9.6	8.9	11.0	10.7
Average Net Receivables ($) **41**	81	73	85	122	131	147	170	162	145	162
Average Inventories ($) **42**	11	8	5	13	12	16	19	12	19	15
Average Net Worth ($) **43**	111	101	112	143	163	163	205	194	195	168
Current Ratio (×1) **44**	1.6	1.6	1.7	1.6	1.7	1.6	1.7	1.7	1.8	1.5
Quick Ratio (×1) **45**	1.3	1.3	1.4	1.2	1.3	1.3	1.3	1.4	1.4	1.2
Coverage Ratio (×1) **46**	5.7	6.0	7.6	6.8	7.6	6.1	6.6	8.1	8.8	8.0
Asset Turnover (×1) **47**	2.7	3.1	2.6	2.5	2.5	2.7	2.4	2.6	2.6	3.1
Operating Leverage **48**	1.4	0.7	1.2	1.2	1.2	0.9	1.0	0.7	1.8	0.9
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Total Leverage **50**	1.4	0.7	1.3	1.2	1.2	0.9	1.0	0.7	1.8	0.8

ACCOUNTING, AUDITING, AND BOOKKEEPING SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	38999	1986	30261	5459	775	355	133	13	10	7	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	11426393	271208	4596174	2588580	1459231	621438	1065219	335111	54946	434485	•	•	•
Portfolio Income	3	63113	1359	8601	18855	1339	1109	333	646	2109	28762	•	•	•
Other Revenues	4	136666	1013	43022	57977	1964	8751	18128	964	1225	3623	•	•	•
Total Revenues	5	11626172	273580	4647797	2665412	1462534	631298	1083680	336721	58280	466870	•	•	•
Average Total Revenues	6	298	138	154	488	1887	1778	8148	25902	5828	66696	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	10.0	•	1.5	3.6	9.5	1.4	45.4	83.5	1.3	17.4	•	•	•
Salaries and Wages	8	26.4	31.5	25.6	30.7	27.9	34.1	16.6	1.5	50.9	30.7	•	•	•
Taxes Paid	9	4.8	5.2	4.8	4.8	4.7	4.5	7.3	0.3	0.9	4.7	•	•	•
Interest Paid	10	0.8	1.6	0.6	0.8	1.1	1.3	1.0	•	2.2	1.7	•	•	•
Depreciation, Depletion, Amortization	11	2.4	1.9	2.6	2.1	2.6	1.9	1.2	0.4	4.6	5.4	•	•	•
Pensions and Other Benefits	12	4.7	1.4	3.5	8.2	5.5	8.8	0.9	•	0.3	4.1	•	•	•
Other	13	25.2	31.2	31.2	21.2	21.0	22.2	18.6	8.2	32.2	27.7	•	•	•
Officers Compensation	14	22.9	17.2	24.9	29.4	27.9	25.0	8.1	2.5	4.7	2.5	•	•	•
Operating Margin	15	2.7	9.9	5.4	•	•	0.8	1.0	3.6	3.0	5.8	•	•	•
Oper. Margin Before Officers Compensation	16	25.6	27.2	30.2	28.7	27.8	25.8	9.1	6.1	7.7	8.3	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	9	•	2	11	68	50	355	1279	1122	15463	•	•	•
Inventories	18	1	•	0	1	15	•	•	2791	28	179	•	•	•
Net Property, Plant and Equipment	19	17	•	7	25	120	156	296	370	2968	11111	•	•	•
Total Assets	20	73	•	22	159	343	652	1687	7741	11084	55484	•	•	•



Notes and Loans Payable **21**	34	•	13	60	246	294	1175	84	2062	16115	•	•	•
All Other Liabilities **22**	14	•	4	21	87	178	463	531	4972	8700	•	•	•
Net Worth **23**	25	•	4	78	11	180	49	7126	4051	30669	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.4	•	1.2	1.5	0.7	1.4	1.0	11.6	1.6	2.0	•	•	•
Quick Ratio **25**	1.2	•	1.0	1.2	0.6	0.9	0.9	7.0	1.5	1.8	•	•	•
Net Sales to Working Capital **26**	33.9	•	•	26.5	•	22.2	•	4.0	4.5	4.0	•	•	•
Coverage Ratio **27**	6.1	7.8	11.6	3.8	1.2	2.9	3.7	•	4.8	6.2	•	•	•
Total Asset Turnover **28**	4.0	•	7.1	3.0	5.5	2.7	4.8	3.3	0.5	1.1	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	5.2	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	9.8	8.0	•	•	•
Total Liabilities to Net Worth **31**	1.9	•	4.3	1.1	31.5	2.6	33.5	0.1	1.7	0.8	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	65.7	•	81.0	51.0	96.9	72.4	97.1	8.0	63.5	44.7	•	•	•
Return on Assets **33**	20.6	•	•	9.0	6.8	9.7	17.9	13.6	5.3	11.8	•	•	•
Return on Equity **34**	•	•	•	13.0	30.3	22.4	•	14.6	9.8	10.0	•	•	•
Return Before Interest on Equity **35**	•	•	•	18.5	•	•	•	14.7	14.5	21.3	•	•	•
Profit Margin, Before Income Tax **36**	4.3	10.8	6.5	2.2	0.2	2.4	2.8	4.0	8.5	8.8	•	•	•
Profit Margin, After Income Tax **37**	4.1	10.8	6.4	2.1	0.2	2.3	2.7	4.0	7.2	4.9	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	11.0	11.6	12.3	9.1	15.2	16.2	19.7	16.2	14.1	10.0
Operating Margin (%) **39**	•	1.1	1.9	•	2.0	2.4	3.6	3.4	4.9	2.7
Oper. Margin Before Officers Comp. (%) **40**	18.5	18.5	21.6	23.5	18.2	21.5	19.8	19.8	22.2	25.6
Average Net Receivables ($) **41**	13	10	12	12	13	12	15	14	15	9
Average Inventories ($) **42**	1	2	1	1	1	0	1	1	2	1
Average Net Worth ($) **43**	27	28	29	23	10	14	19	20	23	25
Current Ratio (×1) **44**	1.1	1.2	1.2	1.2	0.9	1.0	1.2	1.3	1.5	1.4
Quick Ratio (×1) **45**	0.9	1.0	1.0	1.1	0.8	0.9	1.0	1.2	1.2	1.2
Coverage Ratio (×1) **46**	3.2	2.9	4.2	2.4	3.2	4.3	5.1	6.9	7.7	6.1
Asset Turnover (×1) **47**	2.6	3.1	2.8	3.2	2.9	3.6	3.2	2.9	3.3	4.0
Total Liabilities/Net Worth (×1) **48**	2.3	2.0	2.0	2.5	6.8	4.0	2.9	2.6	2.0	1.9
Return on Assets (×1) **49**	14.5	12.2	17.0	11.3	15.9	24.6	23.2	23.5	27.2	20.6
Return on Equity (%) **50**	27.5	19.3	33.1	20.5	78.0	87.3	66.0	68.2	69.5	47.6

ACCOUNTING, AUDITING, AND BOOKKEEPING SERVICES

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	25838	1331	•	3535	549	210	89	13	•	•	•	•	•
Revenues ($ in Thousands)														
Net Sales	2	8730154	184054	•	1862445	946241	510795	914005	335111	•	•	•	•	•
Portfolio Income	3	49474	29	•	14744	1339	584	333	646	•	•	•	•	•
Other Revenues	4	82843	520	•	25161	2249	8272	18238	964	•	•	•	•	•
Total Revenues	5	8862471	184603	•	1902350	949829	519651	932576	336721	•	•	•	•	•
Average Total Revenues	6	343	139	•	538	1730	2475	10478	25902	•	•	•	•	•
Operating Costs/Operating Income (%)														
Cost of Operations	7	11.9	•	•	1.1	14.3	•	52.9	83.5	•	•	•	•	•
Salaries and Wages	8	26.5	33.4	•	33.5	24.7	32.8	15.0	1.5	•	•	•	•	•
Taxes Paid	9	4.9	4.5	•	4.9	4.7	4.4	7.8	0.3	•	•	•	•	•
Interest Paid	10	0.7	1.1	•	0.7	1.5	1.2	0.8	•	•	•	•	•	•
Depreciation, Depletion, Amortization	11	2.2	2.4	•	1.9	2.5	1.8	1.2	0.4	•	•	•	•	•
Pensions and Other Benefits	12	4.6	1.1	•	8.7	5.0	10.2	0.9	•	•	•	•	•	•
Other	13	22.9	25.2	•	19.5	21.6	21.4	10.9	8.2	•	•	•	•	•
Officers Compensation	14	20.8	12.2	•	28.0	25.3	26.6	9.2	2.5	•	•	•	•	•
Operating Margin	15	5.6	20.3	•	1.8	0.5	1.8	1.4	3.6	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	26.3	32.4	•	29.7	25.8	28.4	10.7	6.1	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	10	•	•	12	70	83	452	1279	•	•	•	•	•
Inventories	18	2	•	•	•	8	•	•	2791	•	•	•	•	•
Net Property, Plant and Equipment	19	18	•	•	20	110	177	375	370	•	•	•	•	•
Total Assets	20	75	•	•	163	331	672	1855	7741	•	•	•	•	•

Notes and Loans Payable **21**	29	•	•	51	276	385	1167	84	•	•	•	•	•
All Other Liabilities **22**	15	•	•	20	96	293	685	531	•	•	•	•	•
Net Worth **23**	31	•	•	93	-40	-7	4	7126	•	•	•	•	•

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	•	1.4	0.7	1.0	1.0	11.6	•	•	•	•	•
Quick Ratio **25**	1.2	•	•	1.2	0.6	0.4	0.9	7.0	•	•	•	•	•
Net Sales to Working Capital **26**	31.6	•	•	32.9	•	•	•	4.0	•	•	•	•	•
Coverage Ratio **27**	10.5	•	•	6.7	1.6	4.0	5.5	•	•	•	•	•	•
Total Asset Turnover **28**	4.5	•	•	3.2	5.2	3.6	5.5	3.3	•	•	•	•	•
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	•	•	•
Total Liabilities to Net Worth **31**	1.4	•	•	0.8	•	•	•	0.1	•	•	•	•	•

Selected Financial Factors (in Percentages)

Debt Ratio **32**	59.0	•	•	43.1	•	•	99.8	8.0	•	•	•	•	•
Return on Assets **33**	34.4	•	•	14.9	12.2	17.0	23.5	13.6	•	•	•	•	•
Return on Equity **34**	•	•	•	21.5	•	•	•	14.6	•	•	•	•	•
Return Before Interest on Equity **35**	•	•	•	26.2	•	•	•	14.7	•	•	•	•	•
Profit Margin, Before Income Tax **36**	6.9	20.6	•	3.9	0.9	3.5	3.5	4.0	•	•	•	•	•
Profit Margin, After Income Tax **37**	6.6	20.5	•	3.8	0.9	3.4	3.4	4.0	•	•	•	•	•

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	12.9	12.0	10.9	12.6	10.6	12.2	12.4	21.1	14.1	11.9
Operating Margin (%) **39**	4.6	5.0	4.8	4.9	8.0	7.4	6.8	7.4	7.8	5.6
Oper. Margin Before Officers Comp. (%) **40**	25.3	23.7	23.4	25.3	24.2	25.3	22.5	22.8	25.2	26.3
Average Net Receivables ($) **41**	14	7	12	15	14	12	15	17	13	10
Average Inventories ($) **42**	1	2	1	1	1	0	0	1	1	2
Average Net Worth ($) **43**	37	39	32	35	25	20	23	31	21	31
Current Ratio (×1) **44**	1.3	1.5	1.4	1.6	1.2	1.0	1.1	1.3	1.2	1.5
Quick Ratio (×1) **45**	1.2	1.2	1.2	1.3	1.0	0.9	1.0	1.2	1.0	1.2
Coverage Ratio (×1) **46**	5.7	5.9	7.5	6.1	7.7	7.9	7.2	15.1	13.1	10.5
Asset Turnover (×1) **47**	2.6	3.2	3.1	3.0	3.1	3.5	3.1	3.0	4.1	4.5
Operating Leverage **48**	2.2	1.1	1.0	1.0	1.6	0.9	0.9	1.1	1.1	0.7
Financial Leverage **49**	1.0	1.0	1.1	1.0	1.1	1.0	1.0	1.1	1.0	1.0
Total Leverage **50**	2.2	1.1	1.0	1.1	1.7	0.9	0.9	1.2	1.1	0.7

MISCELLANEOUS SERVICES, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	199984	15909	147774	19257	8763	4066	3347	388	289	103	48	24	15
Revenues ($ in Thousands)														
Net Sales	2	77625531	1423599	20304083	11220359	6601824	4650906	8711603	4000511	5820379	2979740	2835558	2692605	6384363
Portfolio Income	3	887605	88313	65923	44315	55383	72275	57012	34651	91723	56016	59365	88307	174317
Other Revenues	4	2272615	-18218	363138	202715	73848	289623	196702	68357	230672	145491	274187	161721	284385
Total Revenues	5	80785751	1493694	20733144	11467389	6731055	5012804	8965317	4103519	6142774	3181247	3169110	2942633	6843065
Average Total Revenues	6	404	94	140	595	768	1233	2679	10576	21255	30886	66023	122610	456204
Operating Costs/Operating Income (%)														
Cost of Operations	7	36.3	34.6	22.2	31.0	27.7	32.5	42.6	54.7	40.3	56.1	40.5	29.3	70.8
Salaries and Wages	8	18.3	25.1	18.0	19.2	20.0	17.7	15.0	11.2	24.3	17.4	24.1	31.1	10.6
Taxes Paid	9	3.5	4.4	3.7	4.6	4.1	3.2	2.9	3.4	3.1	2.9	2.2	2.7	2.6
Interest Paid	10	1.4	1.0	0.5	0.5	1.7	1.8	1.9	1.2	1.5	2.8	2.5	3.1	2.7
Depreciation, Depletion, Amortization	11	2.7	1.6	1.6	2.1	3.0	4.2	3.0	3.4	3.0	4.2	4.7	4.5	2.1
Pensions and Other Benefits	12	2.8	1.5	2.0	2.2	1.8	1.8	2.7	2.2	4.1	4.6	3.4	3.7	5.9
Other	13	27.9	36.9	35.3	26.5	26.2	31.8	25.9	21.6	25.6	23.4	31.7	32.3	10.9
Officers Compensation	14	9.5	10.6	15.1	12.4	15.2	9.7	7.7	3.4	3.0	2.8	4.3	1.5	0.9
Operating Margin	15	•	•	1.6	1.6	0.4	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Compensation	16	7.3	•	16.7	14.0	15.6	7.2	6.1	2.4	•	•	•	•	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	48	•	2	22	59	104	458	1731	3882	7741	15480	33621	151594
Inventories	18	8	•	2	6	13	38	113	187	727	852	987	2319	9531
Net Property, Plant and Equipment	19	50	•	6	46	108	210	535	2016	3060	7563	13970	30601	48197
Total Assets	20	223	•	21	157	352	704	2003	6558	15392	34537	72204	162150	528473

Notes and Loans Payable **21**	91	•	19	68	171	274	955	2151	4198	11931	20796	56173	177426
All Other Liabilities **22**	68	•	7	38	89	187	619	1699	5594	11761	26650	32314	184172
Net Worth **23**	64	•	-4	51	92	243	429	2707	5600	10845	24758	73662	166875

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.3	1.6	1.7	1.4	1.3	1.7	1.6	1.5	1.4	2.2	1.4
Quick Ratio **25**	1.1	•	1.0	1.3	1.3	1.0	1.0	1.4	1.2	1.2	1.1	1.4	0.8
Net Sales to Working Capital **26**	10.7	•	•	22.2	10.9	12.3	11.7	7.8	6.5	5.4	6.6	2.5	5.4
Coverage Ratio **27**	2.4	•	8.3	8.8	2.4	4.0	1.7	2.5	1.5	•	0.4	1.4	1.3
Total Asset Turnover **28**	1.7	•	6.5	3.7	2.1	1.6	1.3	1.6	1.3	0.8	0.8	0.7	0.8
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	7.5	7.6	6.7	5.6
Total Liabilities to Net Worth **31**	2.5	•	•	2.1	2.8	1.9	3.7	1.4	1.8	2.2	1.9	1.2	2.2

Selected Financial Factors (in Percentages)

Debt Ratio **32**	71.4	•	•	67.9	73.8	65.5	78.6	58.7	63.6	68.6	65.7	54.6	68.4
Return on Assets **33**	5.7	•	27.3	15.8	8.5	11.3	4.2	4.7	2.9	•	0.8	3.0	2.8
Return on Equity **34**	8.1	•	•	39.5	13.9	21.4	4.3	3.9	•	•	•	0.8	•
Return Before Interest on Equity **35**	19.8	•	•	•	32.3	32.6	19.7	11.3	8.0	•	2.3	6.7	8.8
Profit Margin, Before Income Tax **36**	1.9	•	3.7	3.8	2.3	5.2	1.3	1.8	0.8	•	•	1.3	0.7
Profit Margin, After Income Tax **37**	1.3	•	3.5	3.4	1.7	4.6	0.7	1.0	•	•	•	0.6	•

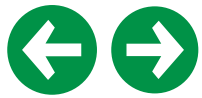
Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	45.7	50.7	50.2	47.6	45.0	48.7	44.9	38.3	36.4	36.3
Operating Margin (%) **39**	•	•	•	•	•	•	•	•	•	•
Oper. Margin Before Officers Comp. (%) **40**	6.2	5.3	4.7	3.7	3.9	4.6	4.6	4.7	5.4	7.3
Average Net Receivables ($) **41**	25	28	45	52	40	39	46	47	49	48
Average Inventories ($) **42**	8	11	13	12	13	9	10	8	8	8
Average Net Worth ($) **43**	26	34	25	58	50	50	70	65	72	64
Current Ratio (x1) **44**	1.3	1.3	1.0	1.3	1.4	1.3	1.4	1.4	1.4	1.5
Quick Ratio (x1) **45**	0.9	0.9	0.8	0.9	1.0	0.9	1.0	1.1	1.1	1.1
Coverage Ratio (x1) **46**	0.9	1.5	1.5	1.1	1.2	1.2	1.2	1.5	1.4	2.4
Asset Turnover (x1) **47**	2.1	2.0	1.9	1.8	1.6	1.7	1.5	1.5	1.6	1.7
Total Liabilities/Net Worth (x1) **48**	4.1	3.4	7.3	3.3	3.3	3.1	2.6	2.7	2.2	2.5
Return on Assets (x1) **49**	3.2	4.5	6.6	4.0	4.4	4.3	4.0	4.6	3.5	5.7
Return on Equity (%) **50**	•	1.3	7.4	•	0.5	•	•	2.7	0.6	8.1

MISCELLANEOUS SERVICES, NOT ELSEWHERE CLASSIFIED

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/94 Through 6/95		Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
Number of Enterprises	1	103110	5630	73097	13987	5316	2675	1919	231	166	42	23	13	9
Revenues ($ in Thousands)														
Net Sales	2	57272825	1141410	13981497	9554215	4525231	3587249	6587186	2884527	4162126	2136422	1577105	2024587	5111268
Portfolio Income	3	614207	84675	51816	33127	48201	69676	35757	7106	53253	15922	40615	41907	132151
Other Revenues	4	1394872	31739	161794	192480	63328	173155	116127	60381	120053	55112	191842	44234	184630
Total Revenues	5	59281904	1257824	14195107	9779822	4636760	3830080	6739070	2952014	4335432	2207456	1809562	2110728	5428049
Average Total Revenues	6	575	223	194	699	872	1432	3512	12779	26117	52558	78677	162364	603117
Operating Costs/Operating Income (%)														
Cost of Operations	7	36.0	33.9	21.2	30.1	28.0	25.8	42.0	51.0	47.3	65.4	25.6	21.5	73.1
Salaries and Wages	8	16.6	21.9	15.8	18.3	18.7	16.4	13.5	10.1	18.2	13.2	30.8	30.9	11.0
Taxes Paid	9	3.3	3.5	3.5	4.7	3.9	3.1	2.8	3.4	2.8	2.0	2.3	2.6	2.0
Interest Paid	10	1.0	0.5	0.4	0.4	1.2	1.2	1.2	0.8	1.0	1.5	2.3	2.3	1.9
Depreciation, Depletion, Amortization	11	2.1	1.1	1.4	1.9	2.6	3.7	2.4	2.0	2.4	2.0	3.3	3.8	1.7
Pensions and Other Benefits	12	2.5	1.3	1.8	2.4	2.1	1.9	2.8	2.5	3.6	1.8	3.9	3.8	3.7
Other	13	24.3	23.1	32.0	25.1	22.6	34.0	21.1	20.3	17.5	10.8	31.2	33.2	8.6
Officers Compensation	14	9.0	5.9	14.6	12.0	14.6	8.8	7.6	3.0	2.8	1.9	6.9	1.3	0.8
Operating Margin	15	5.3	8.9	9.4	5.2	6.6	5.3	6.6	7.0	4.5	1.3	•	0.5	•
Oper. Margin Before Officers Compensation	16	14.3	14.8	23.9	17.2	21.1	14.1	14.2	10.1	7.3	3.2	0.6	1.8	•
Selected Average Balance Sheet ($ in Thousands)														
Net Receivables	17	66	•	2	22	64	116	528	2145	4733	9471	19022	48974	213446
Inventories	18	9	•	1	5	12	31	132	220	538	941	531	2390	13841
Net Property, Plant and Equipment	19	51	•	7	46	82	185	460	2081	2979	5757	9841	29051	44057
Total Assets	20	258	•	24	159	348	733	2021	6541	15320	33537	72038	159634	636822



Notes and Loans Payable **21**	80	•	11	62	124	181	687	1502	3373	8202	16462	51975	200872
All Other Liabilities **22**	80	•	6	36	73	194	621	1711	5908	14724	32786	37168	212486
Net Worth **23**	98	•	7	61	151	359	713	3327	6039	10611	22790	70492	223465

Selected Financial Ratios (Times to 1)

Current Ratio **24**	1.5	•	1.5	1.5	2.4	1.8	1.4	1.9	1.5	1.3	1.7	1.6	1.3
Quick Ratio **25**	1.1	•	1.2	1.3	2.0	1.5	1.1	1.6	1.2	1.0	1.3	1.3	0.8
Net Sales to Working Capital **26**	11.7	•	•	24.3	7.5	8.2	11.4	7.3	8.2	14.3	4.6	5.2	6.1
Coverage Ratio **27**	10.1	•	•	•	8.7	11.5	8.2	13.8	9.9	4.1	4.6	3.1	2.9
Total Asset Turnover **28**	2.2	•	7.9	4.3	2.5	1.8	1.7	1.9	1.6	1.5	1.0	1.0	0.9
Inventory Turnover **29**	•	•	•	•	•	•	•	•	•	•	•	•	•
Receivables Turnover **30**	•	•	•	•	•	•	•	•	•	•	7.2	6.4	5.3
Total Liabilities to Net Worth **31**	1.6	•	2.5	1.6	1.3	1.1	1.8	1.0	1.5	2.2	2.2	1.3	1.9

Selected Financial Factors (in Percentages)

Debt Ratio **32**	61.9	•	71.6	61.7	56.7	51.1	64.7	49.1	60.6	68.4	68.4	55.9	64.9
Return on Assets **33**	21.0	•	•	34.2	25.0	24.1	17.1	19.9	15.8	9.4	10.3	7.0	4.9
Return on Equity **34**	•	•	•	•	•	•	38.6	32.4	31.8	16.5	18.0	8.8	6.5
Return Before Interest on Equity **35**	•	•	•	•	•	•	•	•	•	29.6	32.6	15.9	13.9
Profit Margin, Before Income Tax **36**	8.8	19.1	10.9	7.5	9.0	12.0	8.8	9.7	8.7	4.7	8.5	4.9	3.6
Profit Margin, After Income Tax **37**	8.1	17.9	10.7	7.1	8.2	11.2	8.0	8.6	7.7	3.5	6.0	4.0	2.6

Trends in Selected Ratios and Factors, 1989-1998

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
Cost of Operations (%) **38**	45.4	52.6	49.0	47.8	45.1	51.2	44.4	37.2	35.3	36.0
Operating Margin (%) **39**	2.7	2.6	3.7	3.5	3.8	3.8	3.4	3.7	4.0	5.3
Oper. Margin Before Officers Comp. (%) **40**	12.0	10.4	10.3	11.2	11.4	11.0	12.7	12.1	13.2	14.3
Average Net Receivables ($) **41**	36	38	51	68	50	59	62	67	72	66
Average Inventories ($) **42**	10	12	14	15	16	14	13	11	10	9
Average Net Worth ($) **43**	55	57	68	78	86	113	98	100	116	98
Current Ratio (×1) **44**	1.6	1.5	1.4	1.7	1.7	1.5	1.4	1.4	1.5	1.5
Quick Ratio (×1) **45**	1.2	1.1	1.0	1.2	1.2	1.0	1.0	1.1	1.2	1.1
Coverage Ratio (×1) **46**	5.2	6.3	6.1	7.3	7.1	7.2	5.9	7.5	8.3	10.1
Asset Turnover (×1) **47**	2.4	2.3	2.3	2.5	2.1	1.9	2.1	1.9	2.0	2.2
Operating Leverage **48**	2.6	1.0	1.5	0.9	1.1	1.0	0.9	1.1	1.1	1.3
Financial Leverage **49**	1.1	1.0	1.0	1.1	1.0	1.0	1.0	1.1	1.0	1.1
Total Leverage **50**	2.7	1.0	1.5	1.0	1.1	1.0	0.9	1.2	1.1	1.4

User's Guide to the *Electronic ALMANAC OF BUSINESS AND INDUSTRIAL FINANCIAL RATIOS* 1998 Edition

CONCEPT/USER'S GUIDE AUTHOR/MACROS/SCREEN SHOTS: BARBARA PALUMBO HELP PAGE/FILE LINKING: ALISON CATTELONA
GUIDE INTERIOR DESIGN: AUDREY KOPCIAK

PACKAGE CONTENTS

Guide.pdf

This file contains the User's Guide to the Electronic *ALMANAC OF BUSINESS AND INDUSTRIAL FINANCIAL RATIOS*.

Almanac.pdf

This file contains the Electronic *ALMANAC.* It may be used with either the Windows 3.X OR Windows 95 version of Adobe® Acrobat® Reader.

ARwin3 and ARwin95 (Adobe® Acrobat ® Reader)

Adobe® Acrobat® Reader makes it possible for users to read the Electronic *ALMANAC*. The CD-ROM contains two versions of Acrobat Reader--one for Windows 3.X users and one for Windows 95 users. They are contained in folders named ARwin3 and ARwin95, respectively. Please choose the version that will work on your computer. (If you wish to secure a version of Adobe® Acrobat® Reader that will run on a platform other than Windows 3.X or Windows 95, you may obtain it free from Adobe Corporation's Web site at http://www.adobe.com).

Win3sprd.xlt and W95sprd .xlt

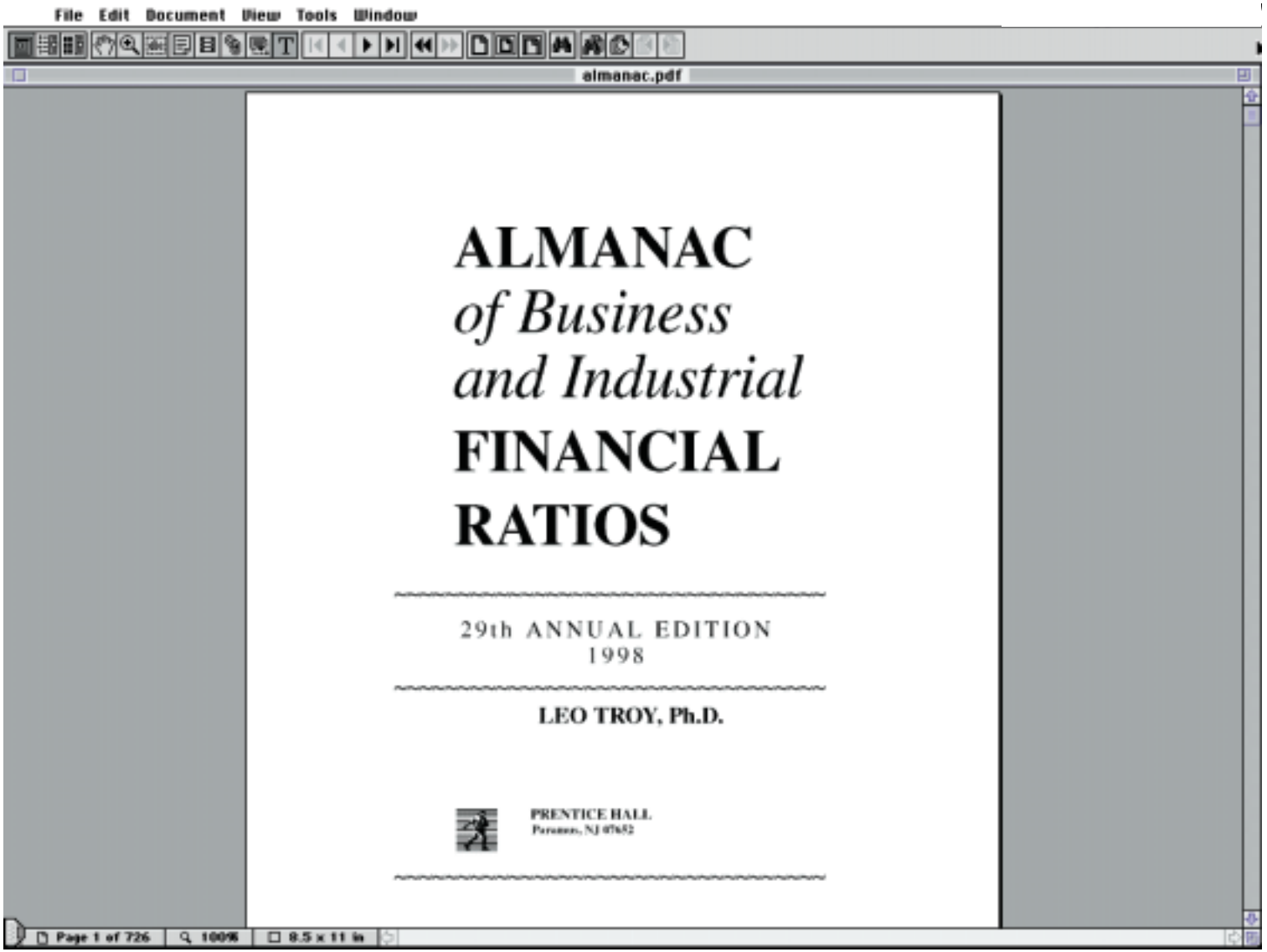
These Microsoft Excel® spreadsheets contain the ArrangeColumns macro that will help you insert information from the Electronic *ALMANAC* into Excel. The file Win3sprd.xlt is for Windows 3.X Excel users and the file W95sprd.xlt is for Excel for Windows 95 users.

Win3temp.xlt and W95temp.xlt

These two files are Microsoft Excel® spreadsheet templates: Win3temp.xlt is for Windows 3.X Excel users; and W95temp.xlt is for Excel for Windows 95 users.

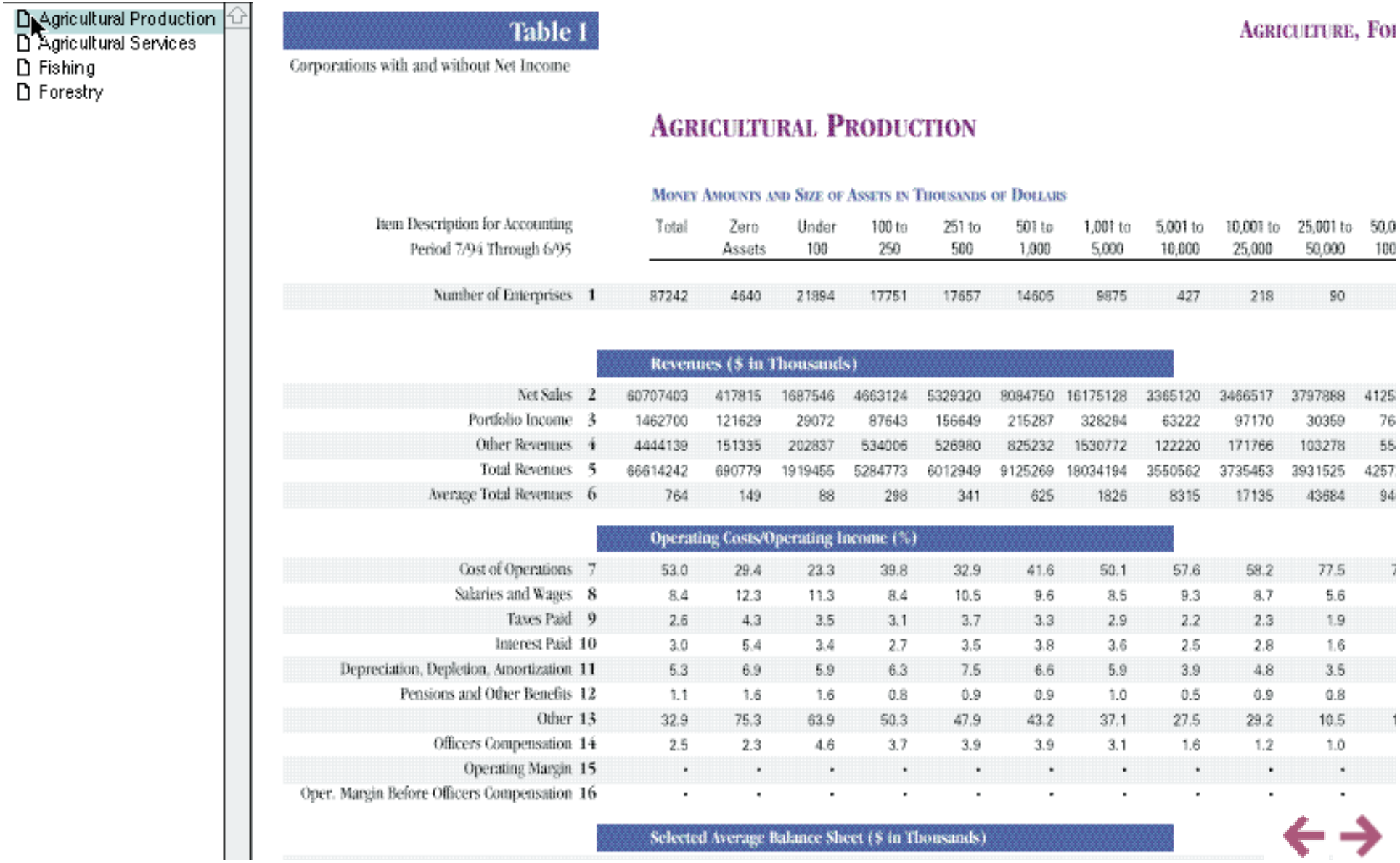
OPENING THE ELECTRONIC ALMANAC

Double-click on the Almanac.pdf icon, and Adobe® Acrobat® Reader will automatically start up. Once the Electronic *ALMANAC* is on screen, you may scroll through the document by using the scroll bar; by paging down; or by selecting View Go To Page ... and entering a page number in the dialog box that appears.



THE TABLE OF CONTENTS

The Electronic *ALMANAC* contains a hyperlinked Table of Contents that will take you directly to any table you may wish to view. The list of contents runs to the left of the Almanac screen. Simply click on the name of a table in the Table of Contents--for example, click on "Agricultural Production"--to go to that page. Once you have arrived at a table, you may manipulate the text and numbers (described below) if you wish to do so.



NAVIGATING IN ADOBE ACROBAT READER

Acrobat Reader's tools you will need include:

The Hand Tool:

If you need to magnify a page to a size larger than the viewer window to read it, you can use the hand tool to move the page around so that you can view all the areas on it. Moving a PDF document around with the hand tool is like moving a piece of paper around on a desk with your hand.

The Zoom Tool:

To increase magnification, choose one of the following:

- Select the zoom tool and click on the document page to double the current magnification.
- Select the zoom tool and drag with your mouse to draw a broken-line rectangle around the area you want to magnify.
- Click the magnification box in the status bar in the bottom right-hand corner of your screen, and choose a magnification level. If you choose Zoom To, type in the magnification level and click OK.

To decrease magnification, choose one of the following:

- Select the zoom tool while holding down Ctrl key, and click at the center of the area you want to reduce.
- Select the zoom tool while holding down Ctrl key, and drag with your mouse to draw a broken-line rectangle around the area you want to reduce.
- Click the magnification box in the status bar in the bottom right-hand corner of your screen,, and choose a magnification level. If you choose Zoom To, type in the magnification level and click OK.

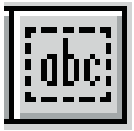
The Select Text Tool:

Do one of the following:

- Click the text selection tool or choose Tools > Select Text and drag to select the text you want to copy.
- To select text in one column of a multicolumn story, hold down the Ctrl key while dragging to select the text.
- To select all text on the pages shown in your viewer window—even if only a portion of a page is showing—choose Edit > Select All.

Using the ArrangeColumns Macro

1. Adobe® Acrobat® Reader should be running with the Electronic *ALMANAC* on screen.
2. Start up Microsoft Excel.
3. In Excel, use the **File Open** command to open either Win3sprd.xlt or W95sprd.xlt, both of which are found on the CD-ROM.
4. Choose a table on the *ALMANAC* CD-ROM from which you wish to copy text and numbers.
5. Return to Adobe® Acrobat® Reader. From the Tools menu, select the **Select Text tool**. Or choose the **Select Text tool** from the Reader Toolbar (its icon is represented by"abc" in a dashed box).



Select Text Tool

6. Find the line in the table that contains "Number of Enterprises 1". This is the first line in the table that contains numbers. Place your cursor to the left of that line and select the text by moving the mouse to the right while holding down the left mouse button. Select ALL of the text on the page below "Number of Enterprises 1", moving from the left to the right-hand corner of the table.

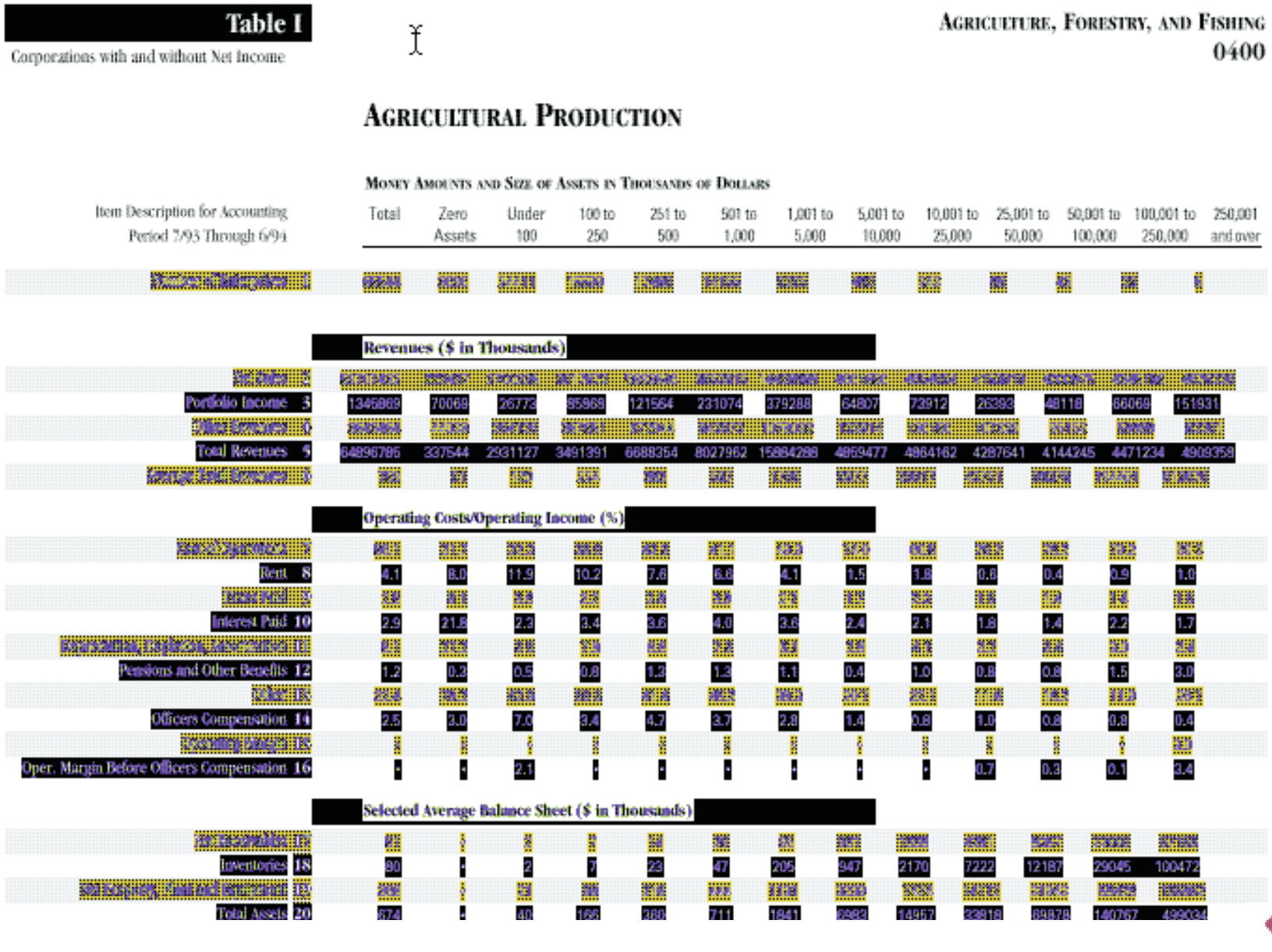


Table I

Corporations with and without Net Income

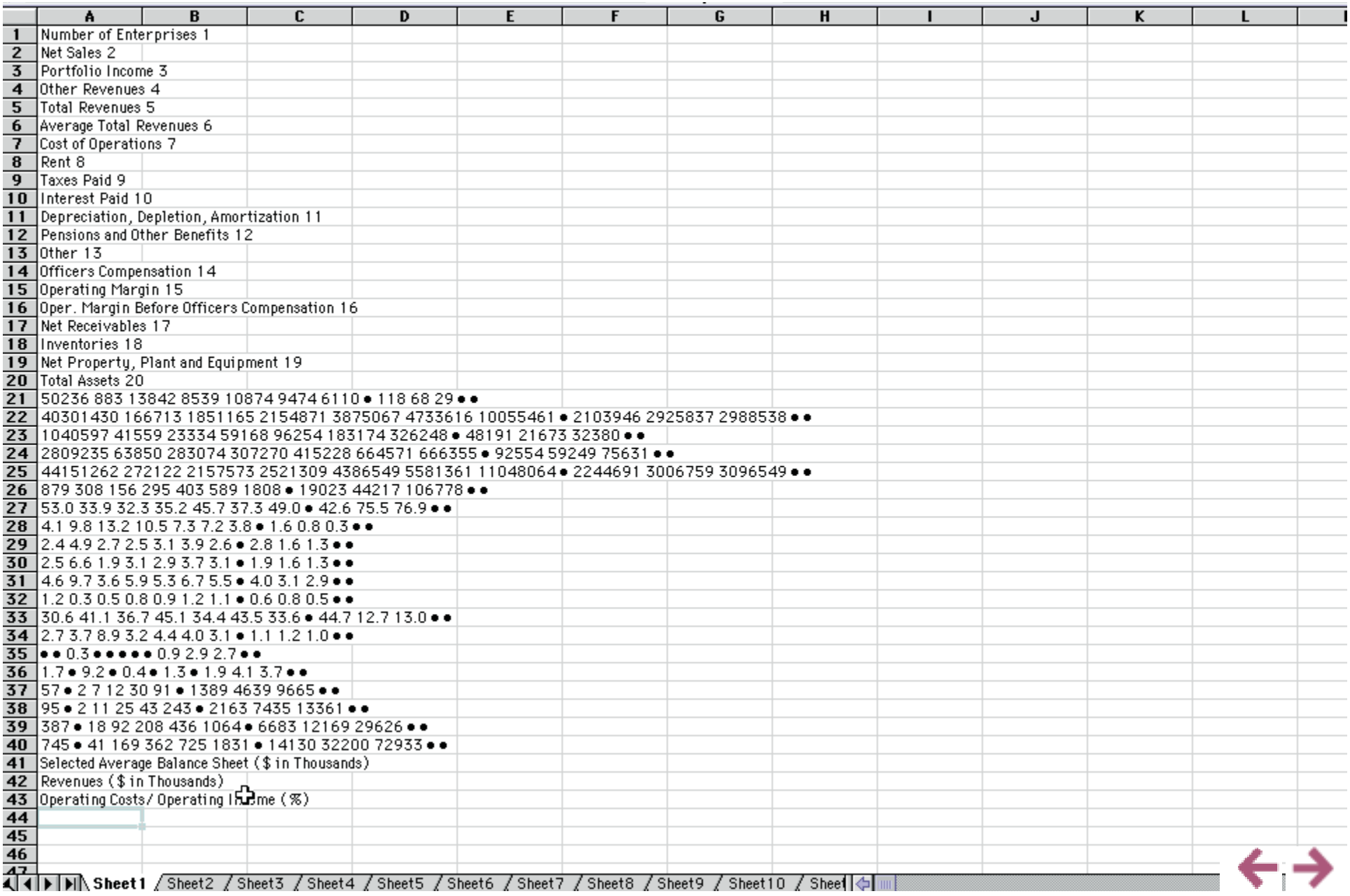
AGRICULTURE, FORESTRY, AND FISHING
0400

AGRICULTURAL PRODUCTION

MONEY AMOUNTS AND SIZE OF ASSETS IN THOUSANDS OF DOLLARS

Item Description for Accounting Period 7/93 Through 6/94	Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to 250,000	250,001 and over
[illegible] 1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Revenues ($ in Thousands)													
[illegible] 3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Portfolio Income 5	1346869	70069	26773	95968	121564	231074	379288	64807	73912	26393	48118	66068	151931
[illegible] 6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Revenues 9	64896785	337544	2931127	3491391	6688354	8027962	15884288	4869477	4984162	4287641	4144245	4471234	4909359
[illegible] 3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Operating Costs/Operating Income (%)													
[illegible] 7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rent 8	4.1	8.0	11.9	10.2	7.6	6.6	4.1	1.5	1.8	0.8	0.4	0.9	1.0
[illegible] 9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Interest Paid 10	2.9	21.8	2.3	3.4	3.6	4.0	3.8	2.4	2.1	1.8	1.4	2.2	1.7
[illegible] 11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Pensions and Other Benefits 12	1.2	0.2	0.5	0.8	1.3	1.3	1.1	0.4	1.0	0.8	0.8	1.5	3.0
[illegible] 13	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Officers Compensation 14	2.5	3.0	7.0	3.4	4.7	3.7	2.8	1.4	0.8	1.0	0.8	0.8	0.4
[illegible] 15	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oper. Margin Before Officers Compensation 16	[illegible]	[illegible]	2.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0.7	0.3	0.1	3.4
Selected Average Balance Sheet ($ in Thousands)													
[illegible] 17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Inventories 18	80	[illegible]	2	7	23	47	205	947	2170	7222	12187	29045	100472
[illegible] 19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total Assets 20	674	[illegible]	48	168	380	711	1841	6983	14957	33818	69878	160767	499034

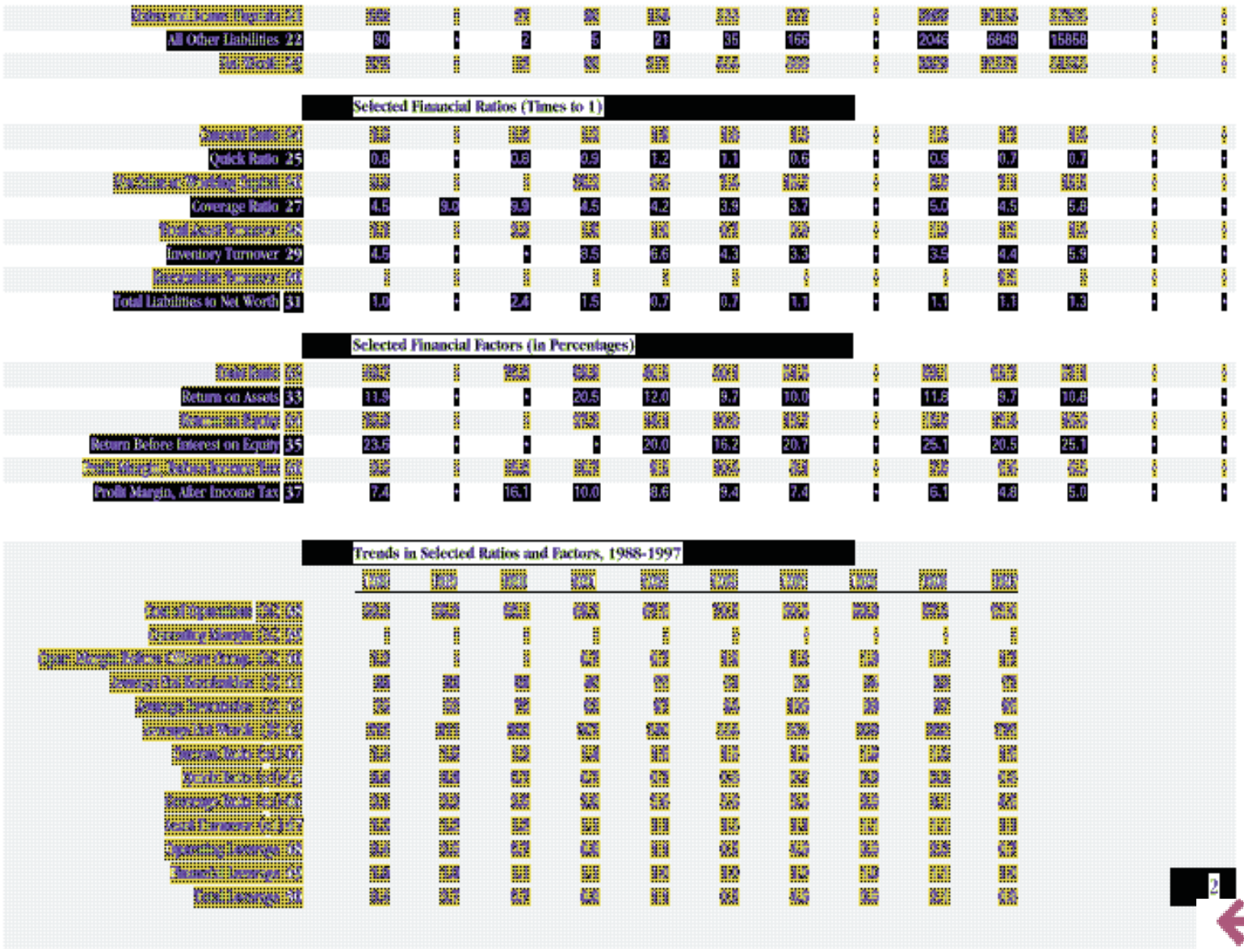
7. Once the text has been selected, choose the **Copy** command from the Edit menu (or Ctrl-C from the keyboard) to copy the selected material.
8. Return to Excel and paste the copied material into Cell A1 of the Win3sprd.xlt or W95sprd.xlt spreadsheet. The pasted material should fill Cells A1 through A43. Do not be concerned that the text and numbers have not appeared in individual cells. The **ArrangeColumns** macro will correct this problem.



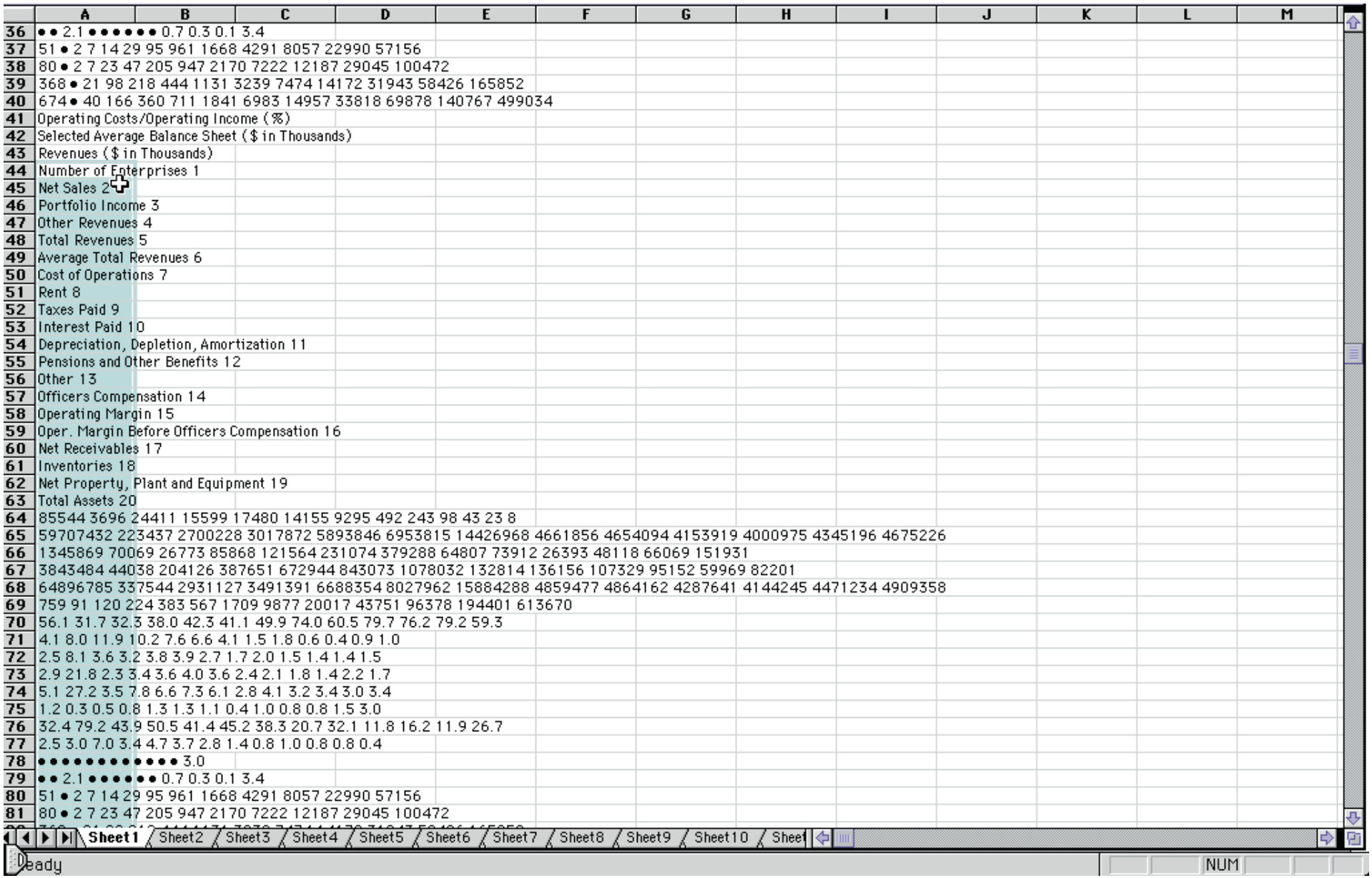
	A	B	C	D	E	F	G	H	I	J	K	L
1	Number of Enterprises 1											
2	Net Sales 2											
3	Portfolio Income 3											
4	Other Revenues 4											
5	Total Revenues 5											
6	Average Total Revenues 6											
7	Cost of Operations 7											
8	Rent 8											
9	Taxes Paid 9											
10	Interest Paid 10											
11	Depreciation, Depletion, Amortization 11											
12	Pensions and Other Benefits 12											
13	Other 13											
14	Officers Compensation 14											
15	Operating Margin 15											
16	Oper. Margin Before Officers Compensation 16											
17	Net Receivables 17											
18	Inventories 18											
19	Net Property, Plant and Equipment 19											
20	Total Assets 20											
21	50236 883 13842 8539 10874 9474 6110 • 118 68 29 • •											
22	40301430 166713 1851165 2154871 3875067 4733616 10055461 • 2103946 2925837 2988538 • •											
23	1040597 41559 23334 59168 96254 183174 326248 • 48191 21673 32380 • •											
24	2809235 63850 283074 307270 415228 664571 666355 • 92554 59249 75631 • •											
25	44151262 272122 2157573 2521309 4386549 5581361 11048064 • 2244691 3006759 3096549 • •											
26	879 308 156 295 403 589 1808 • 19023 44217 106778 • •											
27	53.0 33.9 32.3 35.2 45.7 37.3 49.0 • 42.6 75.5 76.9 • •											
28	4.1 9.8 13.2 10.5 7.3 7.2 3.8 • 1.6 0.8 0.3 • •											
29	2.4 4.9 2.7 2.5 3.1 3.9 2.6 • 2.8 1.6 1.3 • •											
30	2.5 6.6 1.9 3.1 2.9 3.7 3.1 • 1.9 1.6 1.3 • •											
31	4.6 9.7 3.6 5.9 5.3 6.7 5.5 • 4.0 3.1 2.9 • •											
32	1.2 0.3 0.5 0.8 0.9 1.2 1.1 • 0.6 0.8 0.5 • •											
33	30.6 41.1 36.7 45.1 34.4 43.5 33.6 • 44.7 12.7 13.0 • •											
34	2.7 3.7 8.9 3.2 4.4 4.0 3.1 • 1.1 1.2 1.0 • •											
35	• • 0.3 • • • • • 0.9 2.9 2.7 • •											
36	1.7 • 9.2 • 0.4 • 1.3 • 1.9 4.1 3.7 • •											
37	57 • 2 7 12 30 91 • 1389 4639 9665 • •											
38	95 • 2 11 25 43 243 • 2163 7435 13361 • •											
39	387 • 18 92 208 436 1064 • 6683 12169 29626 • •											
40	745 • 41 169 362 725 1831 • 14130 32200 72933 • •											
41	Selected Average Balance Sheet ($ in Thousands)											
42	Revenues ($ in Thousands)											
43	Operating Costs/ Operating Income (%)											
44												
45												
46												

Sheet1 / Sheet2 / Sheet3 / Sheet4 / Sheet5 / Sheet6 / Sheet7 / Sheet8 / Sheet9 / Sheet10 / Sheet

9. Return to Acrobat Reader and page down to the second half of the table. Make sure that the **Select Text tool** is still selected. Once the entire second page of the table appears on the screen you may select ALL of the page by choosing **Ctrl-A** or by placing the cursor to the left of the first line and moving from the top left to the bottom right of the page. Copy the entire page by choosing the **Copy** command from the Edit menu (or Ctrl-C from the keyboard).


All Other Liabilities 22
Selected Financial Ratios (Times to 1)
Quick Ratio 25
Coverage Ratio 27
Inventory Turnover 29
Total Liabilities to Net Worth 31
Selected Financial Factors (in Percentages)
Return on Assets 33
Return Before Interest on Equity 35
Profit Margin, After Income Tax 37
Trends in Selected Ratios and Factors, 1988-1997

10. Return to Excel, and paste page two into the spreadsheet in Cell A44. The newly pasted material should fill Cells A44 through A107. If you have followed these instructions carefully, you should now be able to run the **ArrangeColumns macro** successfully.

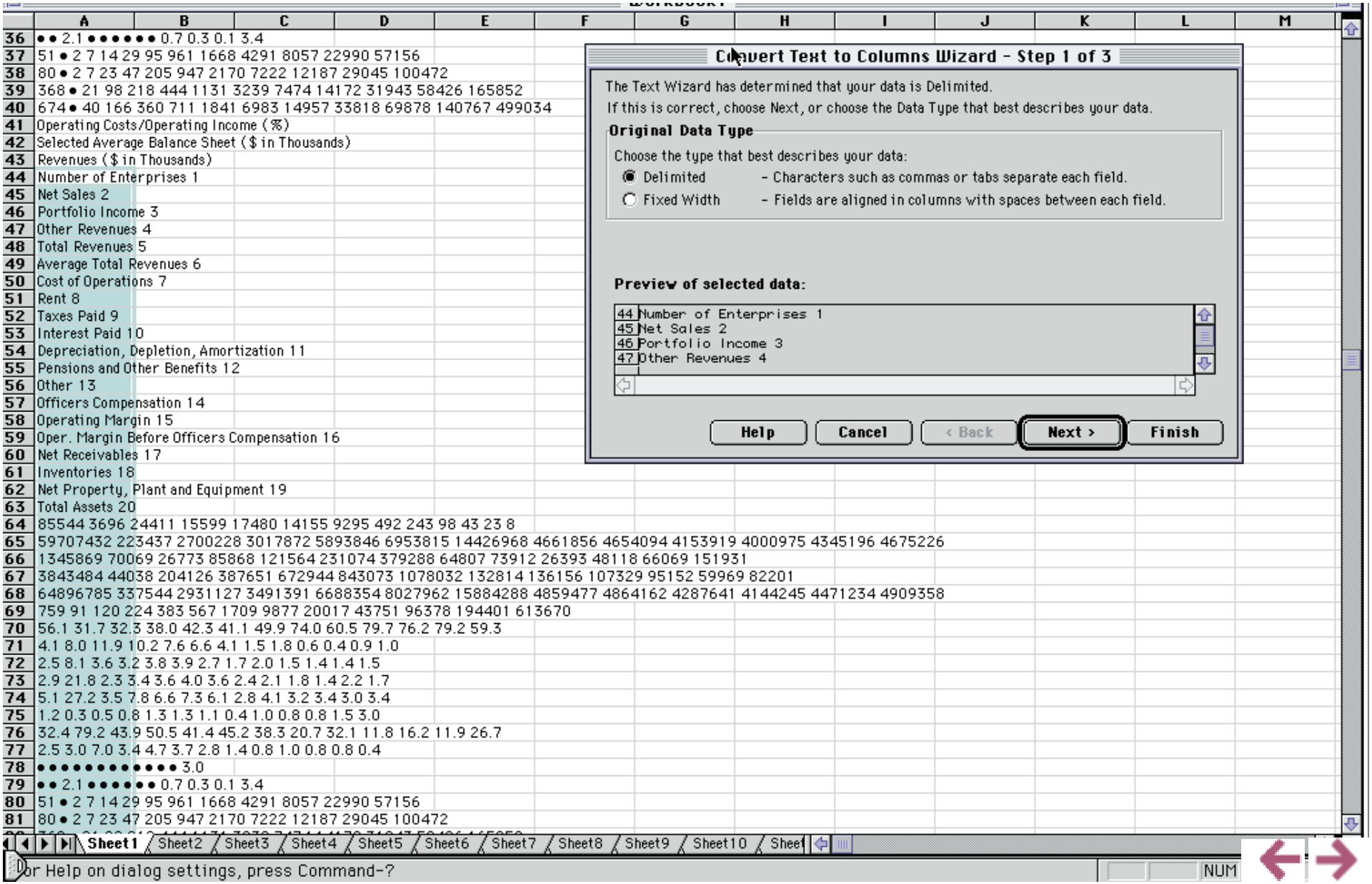


	A	B	C	D	E	F	G	H	I	J	K	L	M
36	•• 2.1 ••••••• 0.7 0.3 0.1 3.4												
37	51 • 2 7 14 29 95 961 1668 4291 8057 22990 57156												
38	80 • 2 7 23 47 205 947 2170 7222 12187 29045 100472												
39	368 • 21 98 218 444 1131 3239 7474 14172 31943 58426 165852												
40	674 • 40 166 360 711 1841 6983 14957 33818 69878 140767 499034												
41	Operating Costs/Operating Income (%)												
42	Selected Average Balance Sheet ($ in Thousands)												
43	Revenues ($ in Thousands)												
44	Number of Enterprises 1												
45	Net Sales 2												
46	Portfolio Income 3												
47	Other Revenues 4												
48	Total Revenues 5												
49	Average Total Revenues 6												
50	Cost of Operations 7												
51	Rent 8												
52	Taxes Paid 9												
53	Interest Paid 10												
54	Depreciation, Depletion, Amortization 11												
55	Pensions and Other Benefits 12												
56	Other 13												
57	Officers Compensation 14												
58	Operating Margin 15												
59	Oper. Margin Before Officers Compensation 16												
60	Net Receivables 17												
61	Inventories 18												
62	Net Property, Plant and Equipment 19												
63	Total Assets 20												
64	85544 3696 24411 15599 17480 14155 9295 492 243 98 43 23 8												
65	59707432 223437 2700228 3017872 5893846 6953815 14426968 4661856 4654094 4153919 4000975 4345196 4675226												
66	1345869 70069 26773 85868 121564 231074 379288 64807 73912 26393 48118 66069 151931												
67	3843484 44038 204126 387651 672944 843073 1078032 132814 136156 107329 95152 59969 82201												
68	64896785 337544 2931127 3491391 6688354 8027962 15884288 4859477 4864162 4287641 4144245 4471234 4909358												
69	759 91 120 224 383 567 1709 9877 20017 43751 96378 194401 613670												
70	56.1 31.7 32.3 38.0 42.3 41.1 49.9 74.0 60.5 79.7 76.2 79.2 59.3												
71	4.1 8.0 11.9 10.2 7.6 6.6 4.1 1.5 1.8 0.6 0.4 0.9 1.0												
72	2.5 8.1 3.6 3.2 3.8 3.9 2.7 1.7 2.0 1.5 1.4 1.4 1.5												
73	2.9 21.8 2.3 3.4 3.6 4.0 3.6 2.4 2.1 1.8 1.4 2.2 1.7												
74	5.1 27.2 3.5 7.8 6.6 7.3 6.1 2.8 4.1 3.2 3.4 3.0 3.4												
75	1.2 0.3 0.5 0.8 1.3 1.3 1.1 0.4 1.0 0.8 0.8 1.5 3.0												
76	32.4 79.2 43.9 50.5 41.4 45.2 38.3 20.7 32.1 11.8 16.2 11.9 26.7												
77	2.5 3.0 7.0 3.4 4.7 3.7 2.8 1.4 0.8 1.0 0.8 0.8 0.4												
78	•••••••••••• 3.0												
79	•• 2.1 ••••••• 0.7 0.3 0.1 3.4												
80	51 • 2 7 14 29 95 961 1668 4291 8057 22990 57156												
81	80 • 2 7 23 47 205 947 2170 7222 12187 29045 100472												

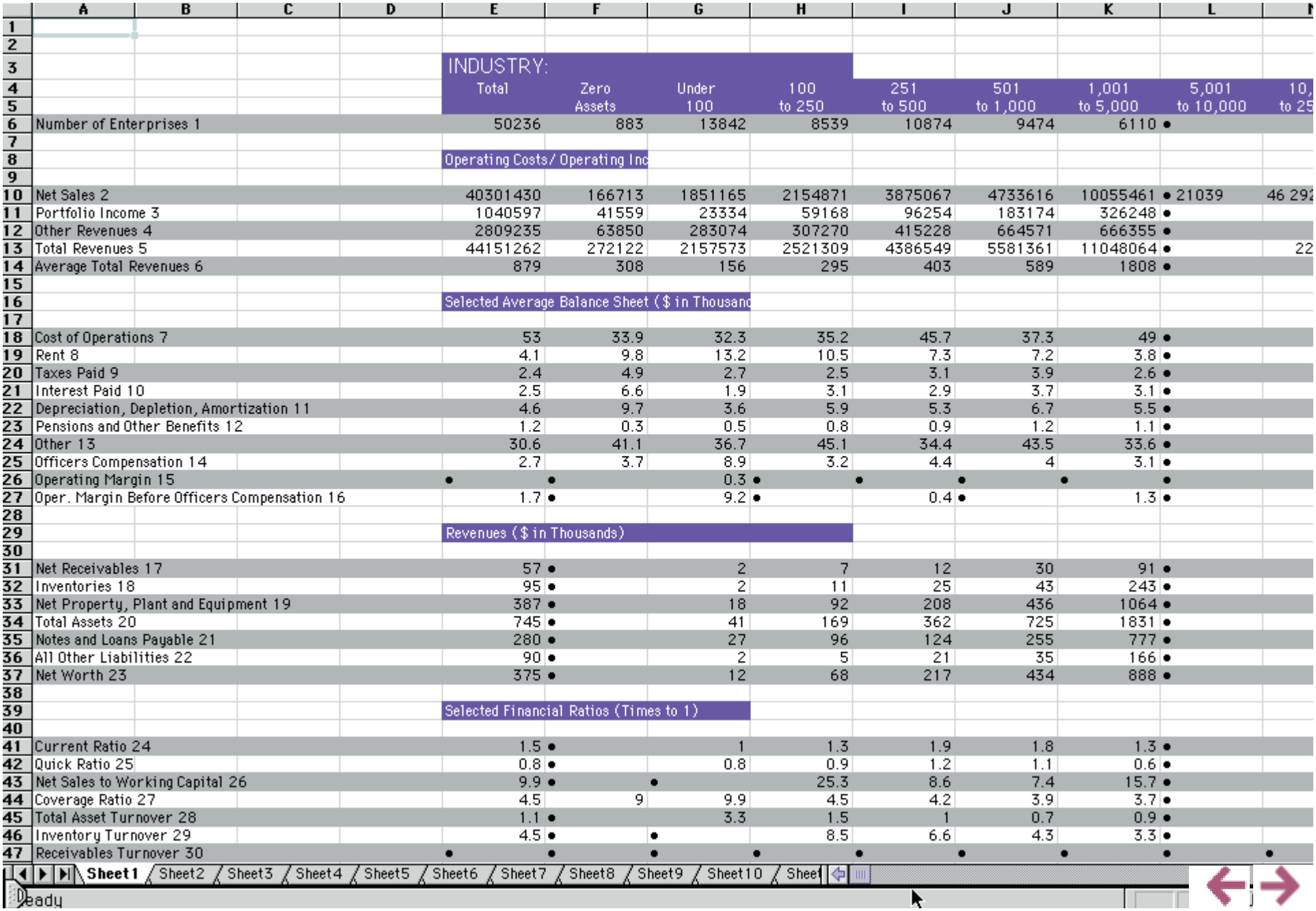
Sheet1 Sheet2 Sheet3 Sheet4 Sheet5 Sheet6 Sheet7 Sheet8 Sheet9 Sheet10 Sheet

eady NUM

11. Choose the **Tools Macro** command, and select and highlight the macro called **ArrangeColumns.** Then choose the Run command--and the macro will begin to run. Please be patient. Depending on the speed of your computer, this macro will take approximately 10-30 seconds to complete its task. Once the macro has run, text and numbers will have fallen into individual cells, and formatting of the text will have taken place. You may now manipulate all of the data in the spreadsheet.


Convert Text to Columns Wizard - Step 1 of 3
The Text Wizard has determined that your data is Delimited.
If this is correct, choose Next, or choose the Data Type that best describes your data.
Original Data Type
Choose the type that best describes your data:
Delimited - Characters such as commas or tabs separate each field.
Fixed Width - Fields are aligned in columns with spaces between each field.
Preview of selected data:
44 Number of Enterprises 1
45 Net Sales 2
46 Portfolio Income 3
47 Other Revenues 4
Help
Cancel
< Back
Next >
Finish
Sheet1 Sheet2 Sheet3 Sheet4 Sheet5 Sheet6 Sheet7 Sheet8 Sheet9 Sheet10
For Help on dialog settings, press Command-?
NUM

The finished spreadsheet will look like this:



	A	B	C	D	E	F	G	H	I	J	K	L	M
1													
2													
3					INDUSTRY:								
4					Total	Zero Assets	Under 100	100 to 250	251 to 500	501 to 1,000	1,001 to 5,000	5,001 to 10,000	10, to 25
5													
6	Number of Enterprises 1				50236	883	13842	8539	10874	9474	6110		
7													
8					Operating Costs/ Operating Inc								
9													
10	Net Sales 2				40301430	166713	1851165	2154871	3875067	4733616	10055461	21039	46 292
11	Portfolio Income 3				1040597	41559	23334	59168	96254	183174	326248		
12	Other Revenues 4				2809235	63850	283074	307270	415228	664571	666355		
13	Total Revenues 5				44151262	272122	2157573	2521309	4386549	5581361	11048064		22
14	Average Total Revenues 6				879	308	156	295	403	589	1808		
15													
16					Selected Average Balance Sheet ($ in Thousand								
17													
18	Cost of Operations 7				53	33.9	32.3	35.2	45.7	37.3	49		
19	Rent 8				4.1	9.8	13.2	10.5	7.3	7.2	3.8		
20	Taxes Paid 9				2.4	4.9	2.7	2.5	3.1	3.9	2.6		
21	Interest Paid 10				2.5	6.6	1.9	3.1	2.9	3.7	3.1		
22	Depreciation, Depletion, Amortization 11				4.6	9.7	3.6	5.9	5.3	6.7	5.5		
23	Pensions and Other Benefits 12				1.2	0.3	0.5	0.8	0.9	1.2	1.1		
24	Other 13				30.6	41.1	36.7	45.1	34.4	43.5	33.6		
25	Officers Compensation 14				2.7	3.7	8.9	3.2	4.4	4	3.1		
26	Operating Margin 15						0.3						
27	Oper. Margin Before Officers Compensation 16				1.7		9.2		0.4		1.3		
28													
29					Revenues ($ in Thousands)								
30													
31	Net Receivables 17				57		2	7	12	30	91		
32	Inventories 18				95		2	11	25	43	243		
33	Net Property, Plant and Equipment 19				387		18	92	208	436	1064		
34	Total Assets 20				745		41	169	362	725	1831		
35	Notes and Loans Payable 21				280		27	96	124	255	777		
36	All Other Liabilities 22				90		2	5	21	35	166		
37	Net Worth 23				375		12	68	217	434	888		
38													
39					Selected Financial Ratios (Times to 1)								
40													
41	Current Ratio 24				1.5		1	1.3	1.9	1.8	1.3		
42	Quick Ratio 25				0.8		0.8	0.9	1.2	1.1	0.6		
43	Net Sales to Working Capital 26				9.9			25.3	8.6	7.4	15.7		
44	Coverage Ratio 27				4.5	9	9.9	4.5	4.2	3.9	3.7		
45	Total Asset Turnover 28				1.1		3.3	1.5	1	0.7	0.9		
46	Inventory Turnover 29				4.5			8.5	6.6	4.3	3.3		
47	Receivables Turnover 30												

Sheet1 Sheet2 Sheet3 Sheet4 Sheet5 Sheet6 Sheet7 Sheet8 Sheet9 Sheet10 Sheet

Ready

USING THE TEMPLATES

1. Start Adobe® Acrobat® Reader and choose a table from which you wish to copy information.
2. Start Excel. (Restart Excel if you have already run the **ArrangeColumns** macro.)
3. Open the file Win3temp.xlt or W95temp.xlt (see Package Contents above for a description of each file).
4. Once the spreadsheet is running, you may return to Adobe® Acrobat® Reader and the Electronic *ALMANAC* to copy information as you need it (copy numbers only!). To copy a column, choose the **Select Text tool** from the Tool menu or the **Select Text icon** from the Toolbar (the icon is represented by"abc" in a dashed box). Position the cursor to the left of the column(s) you wish to copy and hold down the Ctrl key as you move the cursor downward and to the right.
5. Choose the **Copy** command from the Edit menu to copy the selected material.
6. Return to the Excel spreadsheet and paste the material into the bordered cells. Make sure you are pasting revenues into the Revenues border, operating costs into the Operating Costs border, and so on.
7. You will need to run the **Text to Columns...** command in the Data menu to cause the data to fall into individual cells within the borders. When the Text to Columns dialog box opens, choose Delimited as type of data, and click on Next. In the subsequent dialog box, de-select TAB as the delimiter and instead choose SPACE. Click on Finish. A dialog box may appear asking "Replace contents of destination cells?", to which you should respond by clicking "OK." The data should now properly appear in cells.
8. You may also manually insert data in cells for manipulation.

PRINTING THE GUIDE

You may print these instructions by choosing the **File Print** command of Acrobat Reader. *It is strongly recommended that you do so.*

TECHNICAL SUPPORT

After you have read the Guide, you may call 201-909-6477 during normal business hours (Eastern Standard Time) for technical assistance.

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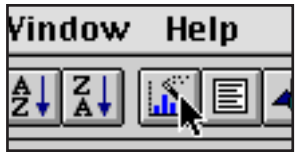
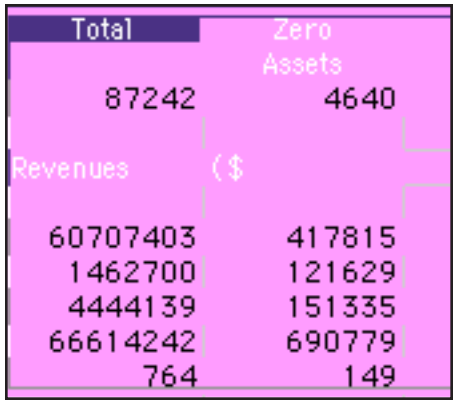
TO MAKE A GRAPH FROM THE INFORMATION BROUGHT INTO EXCEL

RUN THE MACRO ACCORDING TO THE PRECEDING INSTRUCTIONS.

1 Select numbers to be charted.

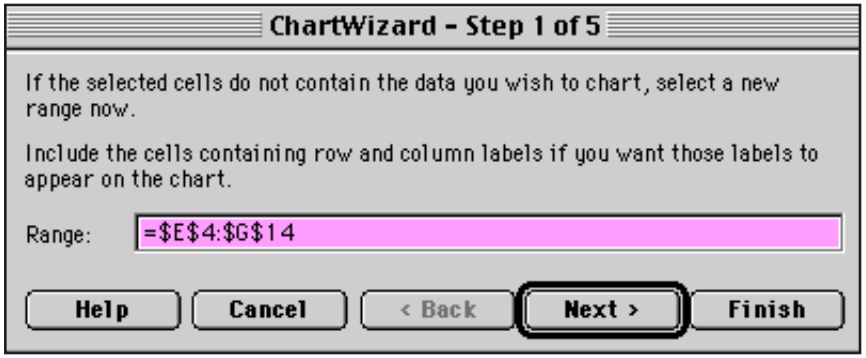
2 Click on "Chart Wizard"





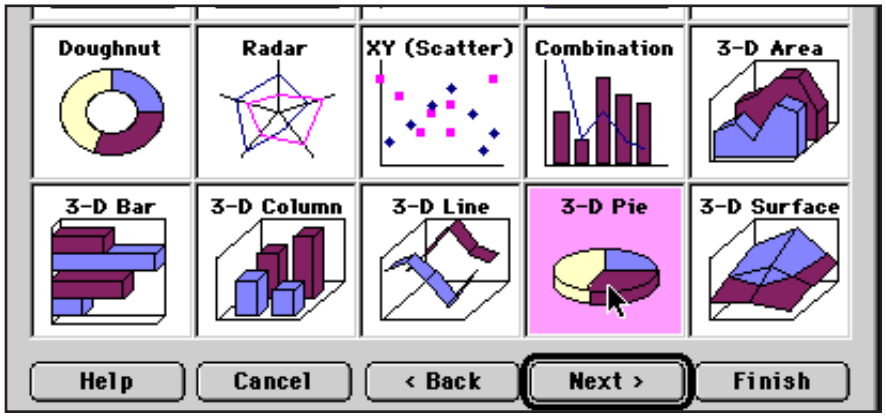
3 Move mouse to empty area and click and hold mouse button while dragging desired size of chart

4 This dialogue box will show the the numbers you selected. You may at this time reselect.


ChartWizard - Step 1 of 5
If the selected cells do not contain the data you wish to chart, select a new range now.
Include the cells containing row and column labels if you want those labels to appear on the chart.
Range:
=$E$4:$G$14
Help
Cancel
< Back
Next >
Finish

5 Hit the NEXT button (or hit return/enter key)

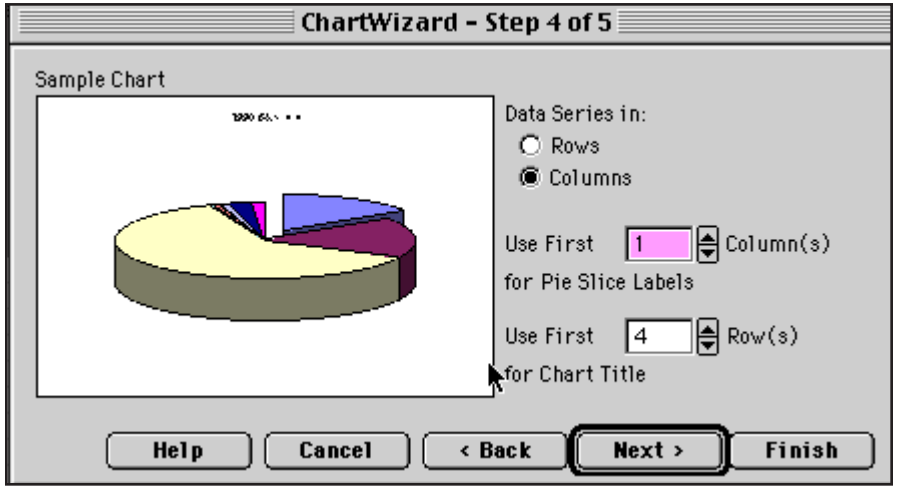
6 Choose desired type of chart



7 Hit the NEXT button

8 Select the type of format you want

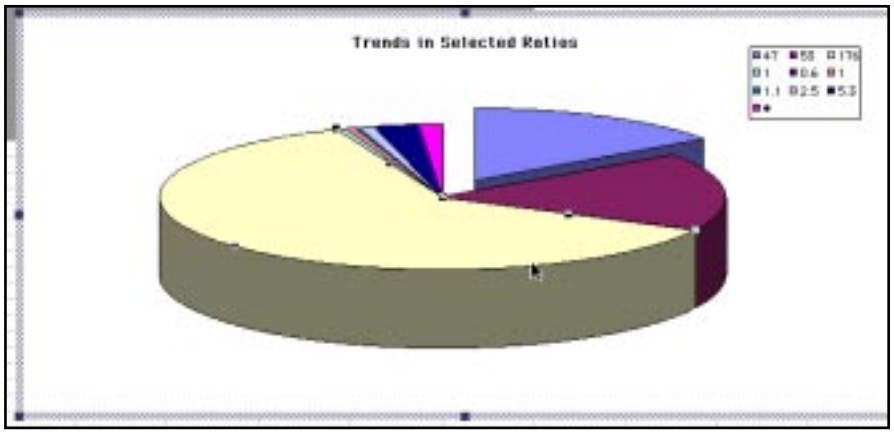
9 Step 4 is very important. Here you get to experiment how your data will be charted. Try different buttons to see how your data will be organized.



10 Step 5 is to add a Chart Title and Category Labels

11 Hit the OK button

12 To edit the new graph, double click on it. You will see the outline of the chart box turn grey



13 Click on axis lines, text or separate parts of the graph

14 Go to Format Menu and change the specs (pattern, border, font, alignment)

Trouble Shooting

1 If the chart does not produce the results you hoped:

2 You might have tried to chart too much information. (especially pie charts: they usually do best with just 2 series [columns] of information

HOME